SOAP.

A Monthly Magazine for Soapmakers

Vol. 1 FEBRUARY, 1926 No. 6

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SOAP.
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The Naphtha Decision

The decision of the United States Circuit Court of Appeals upholding the Federal Trade Commission in its order forbidding the Procter & Gamble Company to use the word "naphtha" on soaps which contain naphtha in quantities of less than one-half of one per cent by weight, is a serious matter from the angle of several industries. The Federal Trade Commission issued the cease and desist order against the soapmaker because the Commission believed that the soap as it reached the consumer contained insufficient naphtha to warrant it bearing the title "naphtha soap." The legality of the Commission's stand, as sustained in part by the Court of Appeals, only emphasizes the fact that naphtha soap is but one of several thousand products in the same general class. If the Commission intends to take similar action in every case, Heaven protect American industry.

Hair-splitting over inconsequential details of business has long been a specialty of some Government departments. That they have been legally correct in their actions, in some instances, and that the courts, as a consequence, have been forced to sustain them, is not sufficient reason for going beyond the pale of common sense. Thousands of dollars of Government money have been spent in prosecuting cases, and equal amounts by industry in defending them, when any possible benefits to the public which might accrue from such Government action, have been infinitesimal.

To get down to brass tacks in the case of naphtha soap,—the public is the ultimate judge. If, in its sublime ignorance of things chemical, it buys the soap in question, and the soap gives satisfaction in the manner described on the wrapper, what else matters? The public does not buy because it contains a certain ingredient, but because it accomplishes a certain result. If, over a period of time, the soap consistently failed to accomplish this result, the Federal Trade Commission would not be needed to put it off the market.

By no means, should obvious fraud or misbranding be permitted simply because the manufacturer can "get away with it." The case in question, however, is quite apparently not that. From the fine legal and technical aspects, the original action may have some basis, although this will remain in doubt until the Supreme Court passes on the case. From the angle of plain common sense and in view of the necessary expediencies of business, however, justification of the order of the Commission is impossible.

A business is always moving one way or the other. If it is not progressing, it is falling behind. Never does an enterprise remain stationary.

The Tariff

Just at the present time, consideration of requests in reduction in duties on several fatty oils under the flexible clause of the Tariff Law, is pending. The cases of coconut, peanut, soya bean, and cottonseed oils, following the digestion of a survey of foreign costs by the Tariff Commission in 1924, will be placed before the President. His action is of vital importance to the soap industry.

Sight cannot be lost of the fact that the present administration looks openly with disfavor upon any reduction in tariff rates. Nevertheless, the object of the oil tariff, which was to build up a vegetable oil crushing industry in this country, must be considered. In three years, the tariff has not appreciably influenced

Insecticide and Disinfectant Section Begins on Page 41

the domestic production in fields where it was formerly weak. In short, it has not accomplished the object for which it was ostensibly adopted. Having fallen short of the mark, and having been little else but a penalty on vegetable oil consumers, why should it be continued?

Protection of American industry is laudable, but to continue to protect a potential industry, which in three years does not take advantage of the potentialities which the Government believes exist, is plain stupidity. Vegetable oil consumers have been "paying the freight" too long to satisfy a myth and a mysterious influence in Washington. The Tariff Commission should consider every point of this in its recommendations to the President.

Competition which has to stoop to ugly words whispered in the dark and to prying into the affairs of the other fellow via the mercantile agencies, usually emanates from a yellow streak.

Is Price Maintenance a Panacea?

In a recent issue of *Toilet Goods*, Lew Hahn, director of the Retail Dry Goods Association, asks the question, "Is Price Maintenance a Panacea?" He then proceeds to show the shortcomings of price maintenance by legislation and criticizes the manufacturer who goes before a legislative body and says, "Enact a law to give me great and unusual powers, but don't go any further—don't make me responsible to anybody else. Leave me free to tie up the other fellow."

The mere fact that Mr. Hahn apparently speaks for the average department store removes much of the sting from his remarks. It is only natural that an industry which dotes on "bargain sales" should be opposed to the honest maintenance of a standard price.

As for the question which Mr. Hahn asks, "Is Price Maintenance a Panacea?"—it is undoubtedly superfluous as far as the manufacturer is concerned. No manufacturer who favors price maintenance is foolish enough to believe that this is a panacea for all his business ills. He does believe, however, that price maintenance will eliminate many of the "bargain sales" wherein his goods are offered on the altar of fakery to the detriment of his reputation and his products. He does believe that price maintenance is a morally just means of preventing unscrupulous resellers from cutting prices below cost.

Irrespective of what Mr. Hahn may say, the policy of many department stores in selling standard, well-known products at cut prices as an advertising gesture, and making their profit on comparatively unknown items in the same field, is damaging to the manufacturer of standard advertised merchandise. All the theorizing in the world cannot condone the practice. Consequently, any efforts by the manufacturers affected, through legislation or otherwise, to correct the condition, are fully justified.

The Voice in Congress

Every manufacturer in the United States has a voice in Congress if he will use it. The representative from the district in which his plant is located has been sent to Washington by the people of that district to do their bidding. If the congressman in question is urged one way or the other by his constituents at home regarding his action on the various questions which arise in Congress, he may, unless other influences are more powerful, give heed to the voices from his district. Where the communication is from an executive of an industrial establishment which employs labor in varying degrees, it is likely to have even greater weight on the individual congressman.

Criticism of Congress and its members is too common to require comment. Much of it is justified. However, if its members are not advised of the wishes of their constituents on various questions, they cannot act intelligently to carry out these wishes. The same applies to state legislatures. Industrialists are too prone to wait until the legislative damage has been done and then set up a terrific howl. The time to howl is while the damage is being contemplated. And, experience has proven that a strong letter from a manufacturer direct to his congressional representative is the most effective "howl."

Most every manufacturer is advised well in advance through his trade association or the trade press of proposed measures which may injure or benefit his industry. If they affect his business in the slightest, he should make his views on the subject clear to his state or federal legislative representative. Too many business men confine themselves to criticism and do not act. They see the influence of reform organizations and professional lobbyists too great to overcome. This is not the case. One letter from an actual manufacturer, especially if he is an employer, has more weight than ten such from the professionals who swarm over every seat of law enactment in the country. Tell the lawmakers what you do or do not want, and, if it is done often enough, you will get it.

The Future of Glycerin as an Anti-Freeze

To What Extent Is Its Position Secure in the Face of Competition and Production Limitations?

WITH the first season during which glycerin figured prominently in the anti-freeze market, drawing to a close, a glimpse into the possibilities of the future presents a rather interesting study for the soap industry. That the part which glycerin plays in this market during years to come may mean a great deal in the profits of soapers, both large and small, is quite probable. The present winter has demonstrated what a new outlet for glycerin in large quantities can do to the market, in spite of the fact that the current season has been considerably above the average in temperature, and glycerin as an anti-freeze has thus far only been exploited in a comparatively small way.

To begin with, if every pound of glycerin produced in the United States and imported from Europe, were thrown into the market for anti-freeze solutions, it could not take care of half of the normal demand. In short, glycerin will always be a minor factor in the field. Other substances less well known will have to carry the bulk of the demand, irrespective of the comparative merits of glycerin, alcohol, glucose and what not. To produce sufficient glycerin to take care of the demand fully would mean an excess of fatty acid production which would inundate the markets of the world.

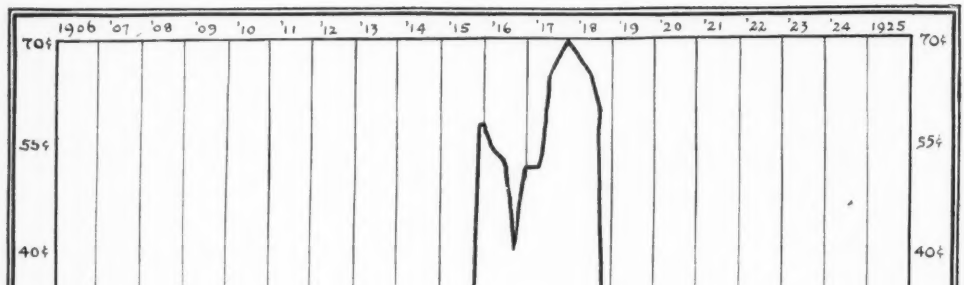
Needless to say, the extent to which glycerin will enter the anti-freeze market in years to come will depend chiefly on the price at which it sells and the competition which it receives from other products. There seems to be little reason to believe that this new demand will demoralize the market for fatty acids, or bolster prices for cheap fats and greases to unprecedented heights. The law of supply and demand will unquestionably operate to equalize any tendency toward excessive fluctuations one way or the other in either group of products.

With the importance of glycerin in its relation to the soap industry greatly increased, there arises the possibility that fat splitting might become the major operation and soap making of secondary importance. Processes might be so changed that glycerin would be the first consideration. Of course, this possibility is refuted by harking back to war days when a glycerin market more than twice present prices did not succeed in thus radically changing the soap industry. Nevertheless, however remote as this might be, it visions the extent to which a sudden change in the relative position of a major product may unbalance an industry

Estimates indicate that about 40,000,000 *gallons of anti-freeze solutions per year are consumed in the United States. Of this, alcohol takes care of close to* 30,000,000 *gallons. Glycerin, glucose, calcium and magnesium chlorides, and other substances make up the balance. Total annual glycerin production of the country is about* 10,000,000 *gallons of all grades, or computed as a* 65 *per cent solution would give* 15,000,000, *which if all were used exclusively in the anti-freeze field, could take care of less than half of the total consumption. Nevertheless, the part which glycerin is destined to play in this field presents an interesting study for the soapmaker.*

Although hazarding guesses as to what will be the effect on the soap business and on soapers' raw materials of a continued expansion in demand for radiator glycerin, is interesting, it assumes that the future of glycerin in this field is assured. This, however, is not a certainty. Glycerin is going to meet competition during years to come, not primarily from alcohol as might be expected at first glance, but from other organic liquids which can be made synthetically and are miscible with water. The most common of these, and one which has received its first introduction on the automotive supply markets this year, is ethylene glycol.

For all practical purposes, as judged by the man-on-the-street, ethylene glycol does the same thing as glycerin in the automobile radiator. It does not evaporate, it is practical-



Fluctuation in glycerin prices over the past twenty years. Charted from dynamite glycerin prices in drums at works. It is a coincidence that the average for 20 years has been 24½c. lb., the price at which 1925 closed

ly odorless in the water-jacket of a hot engine, and it does not corrode the steel or rubber piping of the motor. In the Government tests, it has been given a clean bill of health, much the same as glycerin. Both are about equally able to carry a relatively great amount of heat in their water solutions so as to make effective cooling agents. The great point of difference, however, lies not so much in their relative properties, but in their sources. Glycerin must be made, as far as the soap industry today is concerned at least, from a fat, grease, or oil, which in turn must be supplied by nature. Ethylene glycol, on the other hand, is made synthetically from ethylene, which is a by-product of "cracking" petroleum or gas.

The nub of the whole situation is based on the price at which ethylene glycol can be made. If the anti-freeze business becomes large enough to warrant large scale production at low prices, this material may in time so successfully and continuously undersell glycerin that producers of the latter may lose interest in the anti-freeze market. At present, ethylene glycol sells for 30c per pound. It is not too much to suppose that a large increase in output might cut this price in half, although this is by no means assured. This would mean a price at which glycerin producers would lose interest in the anti-freeze business, particularly in view of the fact that their opportunity to increase production from cheap raw material would be nil. Because of the natural materials on which glycerin depends, an expansion of demand would probably mean higher raw material costs rather than lower. In short, production of ethylene glycol is, for all practical purposes, unlimited, with perhaps ever decreasing cost of production, while glycerin production is strictly limited and increased production would not, of necessity, reduce manufacturing costs.

Although it is possible that the manufacturer of ethylene glycol—there is only one maker—might so increase output to cover all anti-freeze requirements of the country, this is not likely. The product is only one of many by-derivitives of petroleum cracking, and unless the business showed promise of particularly large remuneration, it is not probable that broad expansion of production would be undertaken. This is more particularly true when competition from alcohol of almost unlimited production must be taken into consideration. If they were faced with elimination from the anti-freeze market,—the largest single alcohol consuming field,—it seems very likely that the fight by distillers to maintain their position of pre-eminence would play havoc with large scale sales of new products.

In short, if ethylene glycol is faced with a bitter competitive fight in order to capture the bulk of the anti-freeze market, it does not appear logical that the producer will make this attempt for some time to come. As conditions now exist, ethylene glycol production is reported sold up well ahead, not only for anti-freeze use, but for numerous purposes which have been developed during recent years. The

producer does not want to command any greater portion of the anti-freeze market because it cannot be supplied. Glycerin is in somewhat the same position as ethylene glycol. That portion of the anti-freeze business which it now has and is likely to secure within the new year or two, is all that it can take care of. As long as the demand from this comparatively new source is sufficient to keep surplus stocks down and to hold the price at proportionately higher levels, the soap industry will apparently be satisfied.

With ethylene glycol the real competition which glycerin must meet, because of the similarly high recommendation given to both by the Bureau of Standards, the real menace to glycerin lies in the possibilities of a great increase in glycol output by the carbide trust in a gesture to grasp the market. As long as ethylene glycol production stays where it is, glycerin can be sold in competition with this product and alcohol to a point which represents the limit of available glycerin for this purpose.

To show how closely glycerin and ethylene glycol compare as to their merits as automobile anti-freeze agents, and how satisfactory alcohol also is, were it not for its volatility and reduction of boiling point, the following table of freezing points for different strength solutions of each is given in both Centigrade and Fahrenheit degrees, along with the specific gravities of the different concentrations. These figures were prepared by the Bureau of Standards in their series of tests for suitable anti-freeze compounds.

On the face of the figures, it is quite obvious that as far as technical requirements are concerned, glycerin meets fully the needs of the ideal anti-freeze material. In this respect, its future is well assured. If, in years to come, it loses its place in this field, production limitations, and competition which cannot be met as a result of these limitations, will be the probable cause. All in all, however, the prospects for the future are distinctly more promising than they are discouraging.

Japan's Toilet Goods Production

The production of toilet goods in Japan during the year 1923 showed a marked decrease in comparison with the previous year, says J. W. Ballentine, consul at Tokyo. This decrease in production was due almost entirely to the earthquake disaster of September 1, 1923, when Tokyo, which produces nearly 60 per cent of this class of goods, was destroyed. The total value of the production of toilet articles in Japan during 1922 and 1923 was as follows:

Article	1922	1923
Toilet soaps	$7,142,114	$6,827,620
Perfumes	433,062	113,536
Perfumed oil	1,526,466	859,820
Face powder	1,145,043	2,270,772
Toilet powder	3,457,437	841,015
Rouge	723	.....
	$13,704,845	$10,912,763

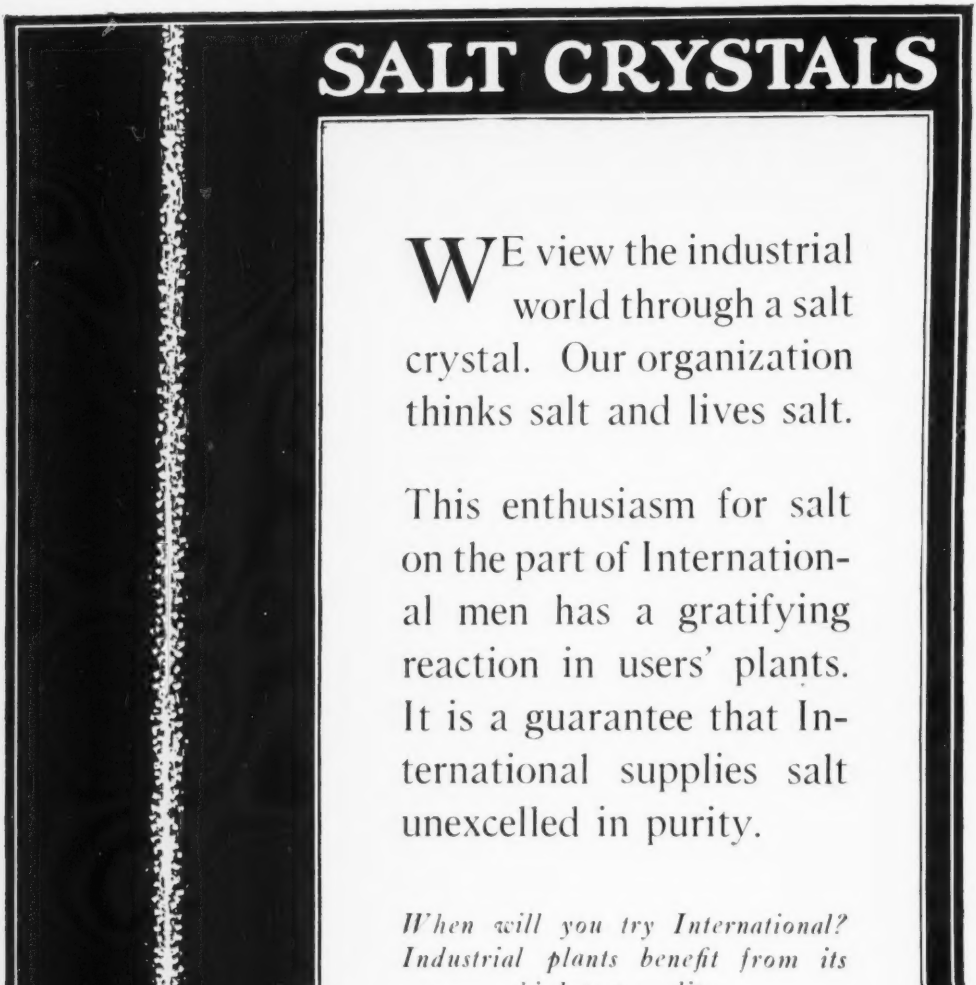
Whale fishers at Newfoundland report an unusually successful 1925 season. A total of 300 whales were caught, compared with 140 for the season in 1924. The two fishing vessels have been laid up and their Norwegian crews have returned to Norway. Two large consignments of oil have already been placed on the market, according to a consul report, recently issued.

The Japanese Soda & Bleaching Powder Association has protested to the Government against the monopoly on the importation of salt to Japan, which is enjoyed by two firms. The association asks that its members and others doing a similar business be allowed to import salt.

Lavender oil and spike lavender oil imports in November, 1925, totaled 13,919 pounds, valued at $63,940. Bergamot imports reached 4,322 pounds, valued at $21,208, while 118,800 pounds of citronella and lemon grass oils, valued at $76,285, were received.

PERCENTAGE (BY VOLUME) IN WATER AND FREEZING POINTS.

Solution	10% °C	10% °F	20% °C	20% °F	30% °C	30% °F	40% °C	40% °F	50% °C	50% °F
Denatured alcohol (90% by vol.)	— 3	+ 27 (0.988)	— 7	+ 19 (0.978)	— 12	+ 10 (0.968)	— 19	— 2 (0.957)	— 28	— 18 (0.943)
Wood alcohol (97% by vol.)	— 5	+ 23 (0.987)	— 12	+ 10 (0.975)	— 19	— 2 (0.963)	— 29	— 20 (0.952)	— 40	— 40 (0.937)
Distilled glycerine (95% by wt.)	— 2	+ 29 (1.029)	— 6	+ 21 (1.057)	— 11	+ 12 (1.085)	— 18	0 (1.112)	— 26	— 15 (1.140)
Ethylene glycol (95% by wt.)	— 3	+ 26 (1.016)	— 9	+ 16 (1.031)	— 16	+ 3 (1.045)	— 24	— 11 (1.058)	— 35	— 31 (1.070)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The Tariff Outlook in Vegetable Oils

Coconut, Soya Bean, Peanut, and Cottonseed Oils Up for Consideration on Tariff Commission Findings—Improve Import Facilities

By John B. Gordon
Secretary, Bureau of Raw Materials for American Vegetable Oils and Fats Industries

The Bureau of Raw Materials for American Vegetable Oils and Fats Industries, being a trade association devoted to the economic welfare of the Vegetable Oil Industries of America, naturally looks out upon the year 1926 *through windows from which it can envisage matters of economic interest rather than those involving manufacturing problems and the distribution of merchandise in the various lines of manufacturing activity represented in the association.*

In other words, when this association has done what is within its power to do with respect to assuring the vegetable oil industries an adequate supply of reasonably priced raw materials and has done what it can do to remove or ameliorate economic influences interfering with the distribution of the manufactured products of the vegetable oil industries in domestic and foreign markets, it has functioned as its organizers contemplated it should and would when it was first organized in June, 1921.

IN respect to tariff and customs matters, no change in conditions obtains, all tariff and customs duties on oleaginous materials remain at the start of 1926 as at the start of 1925, but prospects for an amelioration of those tariff imposts which have proven unwise in that they act solely to inhibit foreign and domestic commerce in the manufactured products of the vegetable oil industries rather than to serve a legitimate protective influence, have improved materially during the past year.

During March, 1925, the U. S. Tariff Commission unanimously concurred in findings submitted to the President showing that the duty upon linseed oil could be lowered without the remotest injury to the effectiveness of the duty upon flaxseed or impinging upon the protection of the crushers of flaxseed within the bounds within which they are legitimately entitled to it. This recommendation still rests in the hands of the Executive along with some half dozen recommendations for increases of duty such as straw hats, gold leaf, print rollers, etc. Since the linseed oil duty is the only unanimous finding calling for duty decrease of any importance, to reach the President's hands from the Tariff Commission it is hardly likely that it will ultimately be discriminated against because of the fact that the findings call for a downward adjustment of duty.

During 1925, the Tariff Commission practically completed its resume of production cost factors at home and abroad on soya bean oil, coconut oil, peanut oil and cottonseed oil which it gathered during 1924. The beginning of 1926, therefore, finds these investigations practically ready for the final hearing. While it cannot be definitely stated, it appears that this final hearing will be held some time this month. After this, the Commission will weigh any new evidence introduced by interested parties and proceed with the compilation of its findings which will be submitted to the President. Therefore, 1926 should assuredly witness such amelioration of the most important tariff difficulties of the vegetable oil industries of America as can be made short of a general tariff revision, which, of course, is not impending.

Abortive efforts were made in 1925, and these efforts will be renewed in 1926, by unfriendly interests to further embarrass the vegetable oil industries with drastically restrictive customs duties. The chief backers of this movement remain the same as heretofore, to wit, the Washington representatives of "The Dairymen's League" and "The Creamery Butter Manufacturers' Association." No effort has been made in 1925 by this association to develop the real motivating agency in these quarters. It has become apparent, however,

that the proclaimed reason, i.e., opposition to oleomargarine, is a mere camouflage. Rumblings have been heard from other quarters as regards a new effort to place a duty on sulphur olive oil.

With the greatest impediment to the expansion of the foreign commerce of the American vegetable oil industries partially disposed of, 1926 should see opportunity for intelligent utilization of the always available aid (unfortunately virtually impotent under present conditions) of the U. S. Department of Commerce. Shattered export departments can be rebuilt as export outlets are restored.

World and domestic production conditions in oils and fats, as adjudged from the data gathered by the U. S. Department of Agriculture, Commerce and State and the International Institute of Agriculture at Rome, show no startling variations from 1925. True, the domestic crop of cotton is large, but not inordinately in excess of 1924-25, and the recession of domestic cotton oil prices which seems to impend in the not remote future when the full effect of the huge corn crop becomes genuinely apparent in augmenting the lard production, may be averted if some export business develops.

With a much smaller peanut crop than the edible nut trade requires no more domestic peanut oil and soya bean oil can be expected to be forthcoming in 1926 than in 1925, in the first three-quarters of which year 11,329,306 pounds of the former was produced and 961,793 pounds of the latter. These insignificant quantities of these important raw materials of domestic and foreign commerce in oils and fats are the sole monuments to the stupidity of those who played havoc with the welfare of the American vegetable oil industries in order that (as they claimed) a domestic peanut oil and soya bean oil industry might be created. It is apparent, however, in the retrospective, that some of those who had a hand in demolishing the fabric of the old, in order that the new might flourish on the ashes of the old, did not intend that this latter should transpire if further machinations of theirs could prevent. The foreign production of peanut oil does not appear materially different from 1925, but is much interfered with in Chinese quarters by the activities of the armed belligerents in the largest producing area.

To Improve Pacific Tank Service

The year 1926 will find the American vegetable oil industries in possession of the best shipping facilities for bulk vegetable oils ever enjoyed. Thru the activities of the Bureau of Raw Materials the U. S. Shipping Board has agreed to refit all of its Trans-Pacific general cargo vessels in order that they may carry bulk Chinawood, soya bean, coconut and peanut oils. Much of this work has now been completed. There will be no greater tonnage available, but sailings will be more regular, which will prevent the condition of first a feast and then a famine.

In February, 1925, there was presented to the Northern Pacific Coast port carriers and shipping companies a petition asking that the handling charges (70 cents per ton) on bulk vegetable oils be jointly absorbed by the carriers and shipping companies. This petition which was presented by the Bureau of Raw Materials has been acceded to, and it is hoped that similar action will be taken by the Southern carriers and shipping companies, i.e., those running into San Francisco and Los Angeles. Final and determinative action is expected before February 1st as affects the California ports and a 6 cents per ton charge not as yet absorbed by the shipping company at Portland.

Drastic Cuban Oil Tariff

A tariff bill very drastic in its terms as affects American oils and fats manufactured products is still in the legislative mill down in Cuba. A commercial treaty with Turkey is pending and in the absence of an agreement with the U. S. that country is establishing very irksome restraints which will affect our oils and fats commerce with Turkey unless altered soon. The treaty in effect with Spain is only a temporary one, and a permanent one must be negotiated. Mexico started out to put an excessive impost on imported soap during the past year, but was stopped by protests forwarded through the State Department at the request of the Bureau of Raw Materials.

During 1925, Germany put a duty of approximately .65c per pound on hog lard. The full effect of this duty on American lard exports is not yet known. Exports in the three months available since the duty went into effect on September 1st are only 145,370,310 pounds as compared to 175,842,293 pounds in the same three-month period of 1924. This is, of course, too short a period of time on which to formulate conclusions, but conditions clearly point to a drastic decrease in total lard exports as the three-month period shows a 17.3 per cent decline. Exports direct to Germany were 52,191,980 pounds for the above mentioned three-month period in 1924, and in 1925 they were approximately 38,000,000. This repre-

sents a decline of 14,191,980 pounds or 27.2 per cent on direct shipments to Germany.

The 1926 Biennial Census

The 1926 Biennial Census of the Oils and Fats Industries will be far superior to that of 1923. This because of the helpful co-operation of the Leland Stanford Institute of Food Research in revamping the census forms in use in the oils and fats industries. This work was carried out after a careful canvass of ideas in the affected industries. The soap industry can show its appreciation of the valuable aid of the Leland Stanford Institute of Food Research in improving their biennial census data by filling out the new forms quickly and sending them back promptly to the U. S. Bureau of the Census. The first of the forms (i.e. the Product forms) went out on January 1st and the materials form between January 8th and the first of February.

J. D. Stein and L. I. Brill have resigned their positions with the Consolidated Products Co., New York used machinery house, and have formed the Stein-Brill Corp., with offices at 25 Church St., New York. The new company will buy and sell complete plants and used equipment, paying particular attention to the needs of chemical, soap, rubber, paper, fertilizer, oil, paint and ink manufacturers. A warehouse will be maintained at Newark, N. J. Both Mr. Brill and Mr. Stein are graduate engineers and have been specializing in the purchase and sale of used machinery for the past three years.

Copra reached the highest prices in five years in the Philippines last December, according to a report received by the Department of Commerce from Commissioner O. M. Butler, stationed at Manila. Less active demand caused the market to fall back slightly, early in January, although production was decreased. December arrivals totaled 165,000 sacks, bringing the total for the year to 2,440,000 sacks as against 2,540,656 sacks in 1924 and 2,670,627 sacks in 1923.

A process for applying silicate of soda to corrugated surfaces, in sealing cartons, has been patented by Charles E. Colgrove, Toronto, Ont. The patent was granted January 12, 1926, under the number 1,569,073.

Exports of glycerin during November, 1925, amounted to 126,189 pounds valued at $23,694, of which Canada took 41,493 pounds.

French Olive Oil Crop Good

French producers of olive oil are not anxious to unload any of their stocks, according to a report issued by the Department of Commerce, in view of the unstable condition of the exchange market. Where prices were dictated by quality and quantity, before the war, they are now influenced mostly by the condition of exchange. Since the franc has been weakening steadily producers of oil are attempting to hold their stocks until firm ground has been reached. The financially weaker producers have sold in a small way, but prices for future deliveries are hard to get. French crop prospects are reported as good, but not unusually so. Excepting in the higher regions, where the trees have suffered from unfavorable weather and parasites, the outlook is for a better than normal crop. Producers have made rapid strides in the use of insecticides, since their crops were practically ruined last year, and the orchards are again in good condition.

Disagree on Oil Handling Charge

Rail and steamship carriers on the Pacific Coast have been unable, thus far, to agree on a uniform handling charge of 70 cents a ton for vegetable oils, to be absorbed in equal portions by the railroads and steamship lines. The Southern Pacific was the only road represented at a meeting of the carriers, held early in January, at Seattle, which was agreeable to the uniform rate. The Bureau of Raw Materials for the American Vegetable Oils and Fats Industries is urging its members to communicate with the recalcitrant railways in an effort to put the uniform rate through. It is pointed out that the adoption of such a rate would entirely remove uncertainty regarding the f. o. b. price of oils.

Benj. French, Inc., New York, representatives of Descollongnes Freres in this country, have been appointed American and Canadian agents for Pilar Freres, Grasse, France, producers of natural flower products. This helps to round out the company's line of perfuming materials, as Descollongnes Freres are manufacturers of aromatic chemicals.

Exports of peppermint oil in November, 1925, totaled 6,886 pounds, valued at $91,183, an average of $13.24 per pound. Exports of all other essential oils, during the same month, totaled 57,556 pounds, valued at $62,243.

Caustic potash imports, in November, 1925, reached 1,270,273 pounds, valued at $75,557.

Antoine Chiris Company

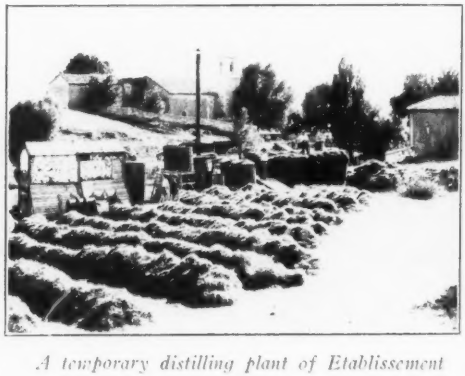
147-153 Waverly Place - - New York City

PHONES: SPRING 1187-1188

Chicago Office, 186 N. La Salle Street

Phone: Franklin 4598

A field of cultivated Lavender Flowers ESTATE of CHIRIS



A temporary distilling plant of Etablissement A. CHIRIS

Delivery of Lavender at the main factory of Ets. A. CHIRIS at Grasse.

A portable still supplied to peasants by Ets. A. CHIRIS.

By an improvement of the method of distillation which minimizes the decomposition of the ester contained in Lavender and the use of stills of special construction, located at our Grasse plant, we are in a position to offer **Oil of Lavender** of an exceptionally fine quality.

Detergents for Printing Ink Removal

The Field for Alkali and T. S. P. Compounds in the Average Printing Plant

IF there is any single article which presents a difficult cleaning problem to the industry involved, it is dirty type which has become encrusted with dried and hardened printing ink. The longer the ink has been allowed to remain in the numerous small crevices of type, zinc etching or halftone plate, the harder it is to remove. Although this has been a problem of the printing industry for many years, the wide use of detergents in printing plants for the cleaning of type and cuts has been comparatively limited. Practically all cleaning has been, and still is done with ordinary gasoline and a stiff brush.

That there is a field for one or more good detergents all ready mixed and packed of the alkali-trisodium phosphate type, is quite evident from a study of the work done by E. O. Reed, chief of tests, of the Government Printing Office. After working out methods for use of various detergents and volatile solvents, the Printing Office concludes that the most effective and economical method of removing printing inks from type or containers is by the use of alkali cleaning mixtures. Plain caustic soda solutions have been used for some years to a limited extent in washing plates and type, usually in hot water solution. They, however, have disadvantages when used alone. They are very injurious to the human skin, frequently requiring the use of rubber gloves by the employee, possess an objectionable odor, and leave an alkali film or crust on the cleaned metal, which is difficult or practically impossible to completely remove. The alkali solution which cannot be thoroughly washed from the type also interferes in the making of stereotype matrices by injuring the matrices when heat and pressure are applied.

In order to overcome the objections to the use of strong alkali an investigation was conducted by the Printing Office and cleaning mixtures developed which are composed of trisodium phosphate, soda ash, and a small percentage of caustic soda. Two formulas, containing varying proportions of these ingredients, have been tried out with satisfactory results. These cleaning mixtures are not injurious to the human skin, do not possess an objectionable odor, and when properly used leave the surface of the metal clean and free from any alkali film. They are also satisfactory for cleaning ink containers.

Formulas and Procedure

THE following are the approved formulas which have been developed, formula No. 1 for cleaning ink containers, and formula No. 2 for cleaning plates and type forms, although either is satisfactory for both purposes.

Formulae:	No. 1	No. 2
Tri-sodium phosphate	40%	80%
Soda Ash (58% quality)	45%	
Ground caustic soda (95% quality)	15%	20%

For the cleaning of type or plates, with either of these formulae, approximately 1 pound of the material should be used to a gallon of water, although experience will give the best and most economical strength solution for any respective kind of type cleaning work. With forms on which the ink is fresh a much weaker solution can be used with satisfactory results than on forms on which the ink has hardened.

It is essential that the cleaning solution be used warm, and in order to obtain the best results the following suggestions are made for the washing of forms or plates. The form or plate should be held by a rack slightly inclined in a trough with drain. Hot water should then be run over the surface of the type or plate, which can best be done by using a hose with a nozzle similar to a small shower bath spray. The hot water will warm the surface of the type sufficiently so that the solution of cleaning compound, even if cold, will give satisfactory results. The cleaning mixture should be applied to the surface of the type with a vegetable fiber type scrubbing brush, and the surface thoroughly scrubbed, after which the surface of the type should be thoroughly rinsed with hot water.

Cleaning Ink Containers

For the cleaning of ink containers a tank of the solution, preferably formula No. 1, should be made up, approximately 1 pound to 1½ gallons of water, and the containers immersed in it. A closed steam coil should be located in the tank for warming up the solution, as the mixture will be more effective if warm, although good results have been secured in the summer time without heating. When used daily the tank of solution should be replenished from time to time by addition of more water and proportional amount of clean-

ing mixture. The tank should be cleaned and refilled with new solution when the accumulation of sludge interferes with its use. After the cans have soaked in this solution a sufficient time to loosen and remove the ink, the can should be removed from the solution, thoroughly washed with hot water and wiped.

Either of the two mixtures will do more cleaning than an equal weight of caustic soda alone, the Printing Office claims, and give better results from a cleaning standpoint if the material is used according to the directions. The surface of the metal will be left clean and free from any film, and no difficulties will be experienced in future operations with type or plates which have been washed with these materials.

One advantage of these cleaning mixtures over strong caustic soda solutions is in the item of brushes. In the Platemaking Division of the Government Printing Office, when caustic soda was used, a palmetto or vegetable brush seldom lasted more than one day. With the new cleaning mixture the same quality brush lasts 4 to 5 days. This item alone will effect a considerable saving in any printing plant doing a large amount of type cleaning. Only vegetable fiber brushes can be used with these cleaning mixtures, as alkali will quickly destroy animal bristle brushes.

Mixed Solvents Effective

To use in places where water solutions of alkali and trisodium phosphate could not be used owing to damage which might be done by water, the Government Printing Office found that a mixture of 60% benzol and 40% acetone was the most powerful solvent in its effectiveness in loosening dried and hardened printing inks. Others used were plain gasoline, special aviation gasoline (high test and free from heavier oils), kerosene, benzol, carbon tetrachloride, ether, carbon bisulfide, chloroform, and denatured alcohol. The benzol-acetone mixture was found best, but quite expensive.

From the angle of the manufacturer of cleaning compounds and allied substances, there appears to be a field here for the introduction of a group of compounds which might find a good market. Like numerous other mechanical industries, the average printer is so taken up with the chief problems of his business that he cannot, and will not take the time to make up special solutions and compounds for his own use. He would rather struggle along with his plain gasoline. Were the compounds, recommended by the Government, readily available in mixed form ready for use, he would in all probability use them.

Two types might be marketed. The alkali mixture in waxed bags, cartons, or cans of five or ten pounds each, and a mixture of benzol and acetone in gallon and five-gallon cans bearing some trade name. If the Government Printing Office formulas were used, the material could bear the statement that they were manufactured after the formulas recommended by this office, which in itself, would be a strong selling point. At any rate, there appears to be a field here which superficial examination indicates has not been exploited to any great extent.

To Report on Rosin Research

Rosin research during the past year or so, of which considerable has been done in its use in the soap industry, will be covered in a report to be given before the Get-Together Conference of the Naval Stores Industries of the United States to be held March 1, 2 and 3 at the St. Charles Hotel, New Orleans. Among the speakers will be Dr. E. R. Weidlein, director of the Mellon Institute; Dr. Julius Klein, of the Bureau of Foreign & Domestic Commerce; Dr. J. Kessler, on "Rosin Research"; W. B. Logan, on "Wood Turpentine"; J. H. McCormack, of the Newport Company, Pensacola, Fla., on "Reforestation and Conservation." The three-day meeting will be featured by a golf tournament and banquet, the latter on the closing evening with J. C. Nash as toastmaster.

Deny Mysore Sandalwood Report

Reports that the Mysore Government is to discontinue distilling sandalwood oil, are unfounded according to official representatives in New York. Sandalwood is being distilled in the United States by agents of the Mysore Government and under the supervision of the Government, and has been for a year past. The logs are shipped here and the 25% duty on imported oil is avoided. All oil distilled in the United States by the Mysore agents is being sold in sealed containers and guaranteed by them as in the past.

Max Brown of M. Brown & Sons, Bremen, Ind., peppermint oil factors, spent the first week in February in New York. He made his headquarters at the office of Charles L. Huisking, Inc., New York representatives for his firm.

Railroads may require that rosin be packed in barrels for carload shipments, according to a decision recently made by the Interstate Commerce Commission in the case of the Vera Chemical Co. of Canada, Ltd., vs. the Alabama Central Railroad Co.

The Ageing of Liquid Soap

The Writer Differs with E. C. Alford on the Clarification of Liquid Soaps

By C. W. Crowell
Chemical Engineer, Pacific Chemical Co., Los Angeles

THE writer takes the liberty of differing with a rather broad statement of E. C. Alford, in his article on "The Clarification of Liquid Soaps" in the December issue of Soap. He states that freshly made liquid soap filtered crystal clear at 40 degrees C. or 50 degrees will remain clear at or above these temperatures.

I have made many tests over eight years time, chilling soaps almost to the freezing point before filtration, and yet, after two weeks or more standing at room temperature, precipitation has already taken place. Only when the soap has been aged for at least a month before chilling and filtering have I had any success in obtaining permanent clarification. This is from experience both in the East and on the West Coast, using only the best cochin type cocoanut oils, 90 to 92 per cent caustic potash, and distilled water.

Mr. Alford admits that the precipitation of harder soaps, etc., is progressive and therefore I cannot understand his almost contradictory statement which follows in the same paragraph. I believe that newcomers in the liquid soap game would be sadly mislead if they attempted to put freshly made filtered soap on the market against the competition of reliable companies who have been aging their soaps from two to three months before marketing. Not only is cloudiness liable to develop, but the curing of liquid soaps is one of the most important steps in the manufacture.

At the present writing, I have a 10 per cent soap eleven months old which lathers and cleans equally as well as a three months old 15 per cent soap. I do not attempt to explain why, but believe this process of ageing and curing of soaps is just as important as the ageing and curing of tobacco or before prohibition products.

In the use of infusorial earth, or Kieselguhr, care should be taken to determine that the product is of salt water derivation, as the fresh water product is practically worthless as a filter aid. Temperature at the time of filtration should be never higher than 20 degrees C.

In closing, am submitting my rapid methods for determining the anhydrous soap content of liquid soaps, which may be of interest to your readers. This method checks within 0.3 to 0.4 per cent of the Government method and its simplicity and time saving has proven to be very valuable in my work. It is simply an inversion of the old Standard Hardness Test for water. Make a "Standard Hard Water" as follows:

Weigh out 1.787 C.P.CACO3 which has been previously dried overnight at 105 degrees C, dissolve in C.P.HCl, evaporate to dryness, take up with minimum HCl to dissolve, make up to 900 c.c. (app.), neutralize with C.P.NH4OH (litmus indicator), and bring to exactly one liter at 20 degrees C.

This is the only solution required, and can be made up in any desired quantity at a single time.

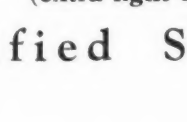
For the test use 200 c.c. cylindrical oil bottles, 1¾ inches in diameter, 6¼ inches high. Put 100 c.c.'s of the standard hard water in the bottle from a calibrated pipette, add the unknown liquid soap, drop by drop, shaking well with each addition of soap, until a permanent ring lather lasting not less than three minutes is formed when the bottle is resting on its side. These rings or series of rings are formed only when an excess of soap is present, and cling to the upper side of the bottle. The number of c.c.'s of unknown soap to produce this permanent lather may be read directly, as percentage of anhydrous soap or (not to confuse this with the alcohol ether method) per cent soap value. If interested in the total solids of the unknown soap multiplying the soap value result by the factor 1.33 will prove to check very close, with the dry test determination.

Herman Wessels, manager of Polaks Frutal Works, New York, essential oil importers, returned from a business trip to Holland late last month.

Chromium soap is covered by U. S. Patent 1,567,049, which has been issued to Thomas T. Gray, Elizabeth, N. J.

SOLVAY

76% Caustic Soda
Solid—Flake—Liquid
Light 58% Soda Ash
"Fluf" (extra light Soda Ash)
Modified Sodas



The Solvay Process Company

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Wing & Evans, Inc., *Sales Department,* **40 Rector St., New York**

Boston Cincinnati Cleveland Detroit Pittsburgh
Chicago Syracuse Indianapolis
St. Louis Philadelphia

The Purchase of Geranium

By E. H. COUPEY of Coupey Fils

BEFORE discussing the problem of buying, let us get an insight into the routine of production and exportation of geranium oil from the tiny island of Reunion, near Madagascar. I take it, the problems of growing and distillation are not of particular interest to American soap manufacturers as a whole who are more interested in the commercial aspect of distribution and quality. Most of the oil is produced by small distillers, generally as a side line, though there are two or three large distilleries. There are three crops, but the principal one is in January. The production has increased considerably in recent years; from 43 tons in 1912, the exports rose to 115 tons in 1924 and, according to a recent cable, reached a record figure of 181 tons during the year just closed.

Reliable commission houses at St. Denis are in constant touch with the numerous producers and advise them of the firm bids cabled over by European and American importers. The question of quality is never raised, the buyers relying on the reputation and integrity of the commission houses to ship only prime pure oils. The latter take great precautions in buying, though, as a matter of fact, no serious cases of adulteration in the islands have ever come to the knowledge of the writer. This is owing to the happy ignorance of most of the distillers and also to the fact that in so small a community a "crooked" distiller would soon be exposed.

When an order is received from abroad, the various distillers among whom it is divided, bring their oils to the exporter's warehouse at St. Denis, where they are bulked after individual inspection. Any doubtful parcels are immediately tested, and, for greater safety, a second analysis is made by the Official Government Laboratory, which specializes in analyzing geranium. Next a large sample is taken from the final drums and sent to the Official Laboratories for testing. The laboratory delivers a certificate of analysis of the sealed drum and returns part of the sample under the Government seal, the latter being retained by the exporter as proof and guarantee of the quality shipped. The oil is then shipped and arrives in New York about two and a half months later via Marseilles. The shipper presents the ocean documents to one of the local banks who makes payment for the oils on the strength of confirmed credits, which have been opened previously by the buyers.

As previously explained, adulteration seldom, if ever, takes place in Reunion. There are several ways by which the soap manufacturer may reduce the danger of adulteration: (1) by taking delivery of round lots directly from the dock. (2) by not relying entirely on his own analyses, but by using outside expert facilities occasionally. (3) by not expecting to buy at ridiculously low prices. In nine cases out of ten, low prices mean low quality and low quality means, not a cheap oil, but an adulterated oil. The manufacturer who uses fair quantities of geranium will find it pays well to lower its price himself by using the classic adulterants. (4) by dealing only with reputable houses.

An interesting graph on page 17 of last month's issue of SOAP shows that during 1925 the price of Bourbon geranium fell steadily from $7.00 to about $3.00. Today, the oil is quoted at a little under $3.00 for shipment in one- or two-hundred-pound parcels and as low as $2.85 for large quantities.

These prices are less than actual cost, with the result that the growers are planting less and less, and that while next year's crop will in all probability be slightly smaller than the present large production, the following one may be much smaller, in which case, we shall return to sky-high prices of 1924 and subsequent wholesale adulteration.

Leaving aside the question of monopoly, the present situation of geranium oil is in many respects similar to that of rubber a few years back, when lack of demand coupled with heavy producing, stopped all planting and led the way to the present preposterous prices. Under the present circumstances, it would appear to be good policy on the part of soap manufacturers to cover their requirements on geranium as far ahead as possible. This would stabilize prices and encourage production of this important perfuming material.

Commercially speaking, the only other geranium of importance is the African oil, the production of which amounts to about one-third of the Bourbon output. The so-called French rose geranium is largely a myth, the quantity produced is insignificant. It is nevertheless astonishing to hear of the large quantites purchased by some perfumers. A coming oil seems to be the Madagascar geranium oil, which grows well in different parts of that immense island.

Tetralin Not Classified as Soap

Tetralin, hydrogenated naphthalene, is now classed as an alcoholic compound for import and Customs House purposes, according to a recent decision of the Treasury Department, and as such is subject to a duty of 25 per cent ad valorem. In the past it has been the practice to classify this product as a soap not especially provided for and subject to 15 per cent ad valorem duty under Par. 82 of the Fordney Tariff Law. Analysis, made by the Customs authorities gave 85 per cent organic solvents for tetralin, mostly trichlorethylene and alcohol, and soap content of 11.5 per cent.

J. J. Burchenal Dies

J. J. Burchenal, vice president of Procter & Gamble Mfg. Co., Cincinnati, died January 22 while working at his desk. Death was caused by heart failure. Mr. Burchenal was born at Richmond, Ind., sixty-four years ago and had been a director and vice president of Procter & Gamble Mfg. Co. for the past thirty-five years. He is survived by his widow, three daughters and two sons.

The Board of General Appraisers has held that peanut oil, containing 5 per cent of coconut oil, is dutiable at 4c. per pound as peanut oil, in sustaining the protest of C. J. Tower & Sons, Buffalo, N. Y., but an appeal from this decision will be carried to the U. S. Court of Customs Appeals by parties who claim that the importation should be dutiable as a mixed oil, at 25 per cent ad valorem, as formerly.

Rosin exports in December, 1925, showed a substantial increase in value over exports during the same month in 1924, although the tonnage was considerably less. Figures for December, 1925, were $18,888,525 and 1,172,335 pounds, as compared with $13,754,790 and 1,452,387 pounds in December, 1924.

A soap for washing woolen goods, that develops ammonia when used in hot water, is obtained by saponifying a mixture of fatty acids so as to leave a portion of them in a free state and treating every hundred parts of the resulting mixture with 125 parts of dry ammonium chloride, grinding the dried mixture and mixing with ordinary soap powder.

Procter & Gamble Co. has declared a regular quarterly dividend, on common stock, of $1.25 per share, payable February 15 to stockholders of record January 25.

Allen Wrisley Marries at 89

Allen B. Wrisley, for the past sixty years president of the Allen B. Wrisley Co., pioneer soap manufacturer of Chicago, with offices at 923 S. Wells Street, married Elizabeth Ludwig, of Maywood, Ill., on January 14. Mr. Wrisley is 89 years of age. His bride, according to newspaper reports, is 50. Following the ceremony at the home of Mr. Wrisley's grandson, Wrisley B. Oleson, at Glen Ellyn, the couple left for Asheville, S. C., on their honeymoon. One of the wedding guests was Dunlap Oleson, great-grandson of Mr. Wrisley. Mr. Wrisley's home is in Lombard, Ill. As the founder of the soap business which bears his name, and as its active head for sixty years, he has always been a widely known figure in the industrial life of Chicago.

Naval Stores Men Invite Soapers

Soapmakers will be welcomed at the third annual get-together meeting of the naval stores trades, to be held at New Orleans, March 1, 2, and 3, at the St. Charles Hotel, according to C. F. Guignon, in a message from the dealers of New York to exporters and consumers. He says in a notice: "Both meetings held in Savannah were well attended by representatives of the paint-varnish, soap and paper trades. It was and will continue to be to their advantage to attend. Eligibility is simply having some interest in naval stores as a producer, factor, dealer, broker, exporter or consumer. Fee, nominal charge for registration. Benefits, many or the usual that are derived from such trade associations as the National Paint, Oil and Varnish Clubs.

"The naval stores meeting precedes southern zone meeting of National Paint, Oil and Varnish Clubs. Theirs starts March 4. So you see you have two good reasons for visiting the second largest port in the country and during a time of the year when New Orleans weather is at its best.

"Individuals contemplating making the trip have suggested a private pullman attached to the Crescent Limited, leaving New York via Pennsylvania Railroad 6:40 P. M., February 26, due in New Orleans 8:00 A. M. February 28 (Sunday)."

Further details can be secured from C. F. Guignon, of the Gillican-Chipley Co., 2 Rector St., New York.

L. A. Van Dyk, New York essential oil merchant, has been appointed Commissioner of Public Safety in Yonkers, N. Y.

Jergens Injunction Up in March

The case of The Andrew Jergens Co., Cincinnati, against the Bonded Products Corp., Brooklyn, N. Y., to enjoin the latter company from manufacturing soap under the name of Woodbury is expected to come up before the United States District Court at Brooklyn early in March. The case grew out of the manufacture of three soaps for William Woodbury, reported to be a cousin of the original John H. Woodbury, by the Bonded Products Corp. Following the demand by the Jergens company on the Bonded Products Corp. and others, that they cease the manufacture of the soaps in question or else stand suit, William Woodbury filed a damage suit against Jergens for $1,000,000. This is one of two suits for a million each which are pending against Jergens, the other being by "John H. Woodbury and the John H. Woodbury Laboratories, Inc." The Bonded Products Corp. is reported to be a subsidiary of the Jones Bros. Tea Co.

Imports Weaken Dynamite Glycerin

"In dynamite gycerin, there are rumors of transactions at 25c," say Parsons & Petit, New York, in their report of Feb. 5 on the glycerin market, "and while we cannot corroborate them, we would not be surprised if they were true, for less than carload lots have been sold at a fraction higher. Foreign requests for bids, indicate that cheaper prices will be made there, if business is in sight. Had it not been for the large importations, during the last two or three months, there would have been a different tale to tell now. Although the outlook is not propitious, there may come an unexpected demand, which will alter the complexion of the market entirely.

Crude:—Saponification is nominally 16½c, basis of 88%, loose. Lye has been sold at 15c and 14¾c, basis of 80%, loose, for prompt delivery, and 14¾c for forward; the latter figure is now bid for spot and 14½c for futures.

Chemically Pure:—This grade seems to hold its own, better than the others. The price of 25c, which has been in effect for so long, is still ruling, and a fair amount of business is reported.

Tooth soap exports, in November, 1925, reached 248,077 pounds, valued at $222,421. The United Kingdom was the largest buyer, receiving 43,001 pounds, with a value of $27,753. Cuba was second in the list with a total of 26,012 pounds, valued at $17,110.

Woodbury Sues Jergens for Million

John H. Woodbury, Inc., New York, has entered suit in the New York Supreme Court for $1,000,000 against the Andrew Jergens Co., Cincinnati, charging unfair competition. The suit is reported, according to Woodbury, to have grown out of telegrams sent out by the Jergens Co. warning buyers against purchasing or selling Woodbury's Soaps unless manufactured by the Jergens Co.

In 1901, John H. Woodbury, owner of that business, sold to the Jergens Co. the rights to manufacture for him of Woodbury's Facial Soap. In November, 1925, John H. Woodbury, Inc., began the manufacture of soap to be sold under the Woodbury name and brand. It is claimed by the present Woodbury corporation that they purchased the trade-mark and rights of the original John H. Woodbury from his heirs. The beginning of operations by the Woodbury corporation are reported to have brought forth the telegrams from the Andrew Jergens Co. which precipitated the action.

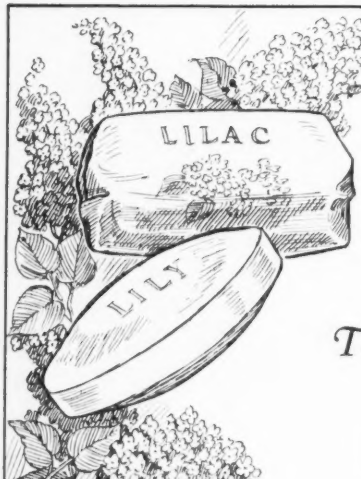
Own Woodbury Rights, Say Jergens

In a telegram to SOAP on Feb. 6, The Andrew Jergens Co., Cincinnati, said regarding the suit of John H. Woodbury, Inc., New York: "Our purchase in 1901 of the Woodbury trade-mark and rights of Woodbury's Facial Soap and certain other preparations, was perpetual and we are unqualified owners of the rights to said articles. The attempts to usurp these rights by marketing soaps bearing the Woodbury name and also trade-mark is cause of present suits."

Twenty-five Years with Fritzsche

Fritzsche Bros., New York essential oil importers, held the sixth annual get-together and banquet of the employees of the company at the Pennsylvania Hotel, New York, on February 6. The occasion was also the celebration of the 25th anniversary of their connection with the firm of Benjamin Zimmer, Chicago representative, and George Ringle, Canadian manager. Both were presented with gifts by the firm and by the employees. Altogether, 165 people attended the banquet. F. H. Leonhardt, vice-president of the company, acted as toastmaster.

Demand for cheaper soaps in Germany in place of the higher grade soaps formerly purchased, has compelled soapers to adapt their plants and output with the consequence that the demand for higher quality materials has decreased.



Terpineol

For Soaps

The Enchanting Fragrance of Lilac

IT IS seldom that we in the Perfumery business encounter a product which possesses such unquestionable superiorities as Lienau & Company's Terpineol.

In the manufacture of this Perfume base Lienau has been successful in eliminating all by-odors without sacrificing any of the true odor strength.

Lienau's Terpineol has the enchanting fragrance of Lilac. It is also used as a base for Lily compounds. And because of its high odor value and its neutralizing effect on soap fats, it is, beyond the question of a doubt, without equal as a Perfumery agent for soap materials.

Terpineol made by Lienau has gained the unanimous approval of the trade simply because of its superior quality. Soap manufacturers, striving for a product of exquisite fineness, insist on the use of Lienau's Terpineol.

Let us send you a sample vial of this product. Acquaint yourself with the facts. Write us today. Your request will receive immediate attention.

We Recommend

LIENAU & COMPANY'S TERPINEOL

for several reasons

- ¶ Lienau & Company manufacture Terpineol exclusively.
- ¶ They manufacture large quantities, employing a perfected process of their own, and are therefore in a position to offer an article of uniform quality and at a very low price.
- ¶ The "specific gravity" is 0.936—0.938 at 15° C.
- ¶ "Boiling Point" commences at 216 C., mostly boils between 216° and 218° C., and 96 to 98 per cent between 216° and 221° C.
- ¶ Terpineol is guaranteed to be of absolute purity.
- ¶ Terpineol is water white and water free.
- ¶ Terpineol is in every way standard from a Chemical standpoint.

Sole American Agents

Pfaltz & Bauer, Inc.

300 PEARL STREET - NEW YORK

CHICAGO BRANCH
217 E. Illinois St.

BOSTON BRANCH
305 Congress St.

LOS ANGELES BRANCH
316 Produce Building

Sustain Naphtha Soap Decision

In an opinion on the appeal from the decision secured by the Federal Trade Commission against the Procter & Gamble Co. and the Procter & Gamble Distributing Co., Cincinnati, the United States Circuit Court of Appeals sustained the order of the Commission forbidding the respondent companies from using the word "naphtha" on soap and soap products, manufactured and marketed by them, which contain kerosine or which contain naphtha in quantities of less than one-half of one per cent by weight. The order of the Commission requiring a minimum content of one per cent of naphtha by weight upon delivery to the consumer, was reversed by the court on the ground that the volatile nature of naphtha makes the practical adherence to this ruling impossible.

The finding of the commission that the use of kerosine in place of naphtha in a soap labelled "naptha" represents unfair competition and a violation of the Trade Commission Act, was sustained by the court, which agreed that this is misrepresentation since the public recognizes naphtha as a more efficient cleansing agent than kerosine. The Procter & Gamble Co. state that their attorneys have not decided as yet whether or not to appeal the case to the United States Supreme Court.

H. B. Robbins, chief chemist of Procter & Gamble Co.'s Laundry Research Department, will talk on "Problems of the Washroom," at the Ohio Laundryowners' Convention to be held at Toledo, March 4 and 5.

Larkin & Co., Inc., have been awarded contracts for saddle soap as follows: 5,000 pounds for Brooklyn at 12.7c. lb.; 3,000 pounds for Harrisburg at 12.7c. lb.; and 1,000 pounds for Trenton at 12.7c. lb.

Hold Monsanto Sales Meeting

The annual sales convention of the Monsanto Chemical Works, St. Louis, was held at the main offices of the company on Feb. 1 and 2. The meeting also marked the completion of twenty-five years in the chemical business by Monsanto. About 35 members of the company sales and executive staffs attended the meetings. From the New York branch, were Manager V. E. Williams and Messrs. Miles, Horan, Wilhelm, LaShelle, Maginnes, and Davies. From Chicago, were Messrs. Filmer and Fetzner; from the Pacific Coast, Mr. Emerald; and also representatives Miles, Severs, and Herman. Special visitors were Robert DuBois, sales manager of the Graesser-Monsanto Chemical Works, Ruabon, N. Wales, and H. M. Hodges, Monsanto representative in the Orient.

The afternoon of the first day was taken up in visiting the remodelled power plant and chlorine plant at the East St. Louis, Ill., works. That evening, a sketch, written and enacted by "home talent," was given. Feb. 2, a get-together dinner was given to the sales organization at which 94 were present. Among the speakers were Carl F. G. Meyer, president of the St. Louis Chamber of Commerce and the Meyer Bros. Drug Co.; H. M. Hodges, and Dr. F. W. Russe, vice-president of the Mallinckrodt Chemical Works.

Force Products Co., Chicago, Darco Sales Corp., New York, and Emery Candle Co., Cincinnati, had exhibits at the recent convention of the New York State Association of Cleaners & Dyers.

A. R. McLeod and Nelson Davis joined the staff of the Monsanto Chemical Works last month. Both will be connected with the New York office sales department.

Monsanto Sales Staff at Annual Convention Held February 1 and 2, at St. Louis

"Distinguished for its high test and uniform quality"

Soda Ash
Caustic Soda
Bicarbonate of Soda

Michigan Alkali Company

General Sales Department 21 East 40th Street ***New York, N. Y.***

PERSONAL and IMPERSONAL

Brillo Manufacturing Co., industrial soap makers, are offering 27,620 shares of Class A preferred stock, at $6.50 per share, through J. R. Bridgeford & Co., New York.

The late Viscount Leverhulme's library will be sold at the Anderson Galleries, New York, February 22 and 23. The collection will be on exhibition starting February 16.

The factory of the A. S. Hinds Co., former manufacturers of Hinds Honey & Almond Cream, was sold late last month to the Fireside Development Co. The business of the Hinds Co. was sold to Lehn & Fink Products Co., Bloomfield, N. J., several months ago.

Soapmakers through the Middle West are being visited by a specialist in vegetable oils, from the foodstuffs division of the Department of Commerce, who is endeavoring to establish closer relations between the Department and vegetable oil consumers.

Dr. Martin H. Ittner, chief chemist of Colgate & Co., has been appointed a member of the drug industry's committee, which will work with the Government in upholding the prohibition law in relation to industry.

Frank K. Woodworth, until recently connected with Burton T. Bush, Inc., has been made assistant general manager of Menton Perfumery Corp., New York, recently incorporated, representatives in the United States for Parfumerie Violet.

Davies-Young Co., Colgate & Co., Be-Bright Co., Citrus Soap Co., R. M. Hollingshead Co. and Kirkman & Co. had exhibits at the Cleveland Exposition, held at Cleveland early this month.

Soap in the form of fruit, formerly held dutiable at 60 per cent ad valorem, as artificial fruit, has been reclassified and is now assessed as toilet soap at 30 per cent ad valorem. When the soap is coated with paraffin it is held dutiable as artificial fruit, not as soap.

Sunlicht Gesellschaft A. A., Rheinau-Mannheim, Germany, one of the largest German manufacturers of soaps, report losses of almost a quarter of a million dollars during the business year ending June 30, 1925. The company attributes the loss to the stabilization of the mark and to extraordinarily high taxes. The Sunlicht company was originally a branch of Lever Bros., Ltd., but was purchased by Germans in 1914.

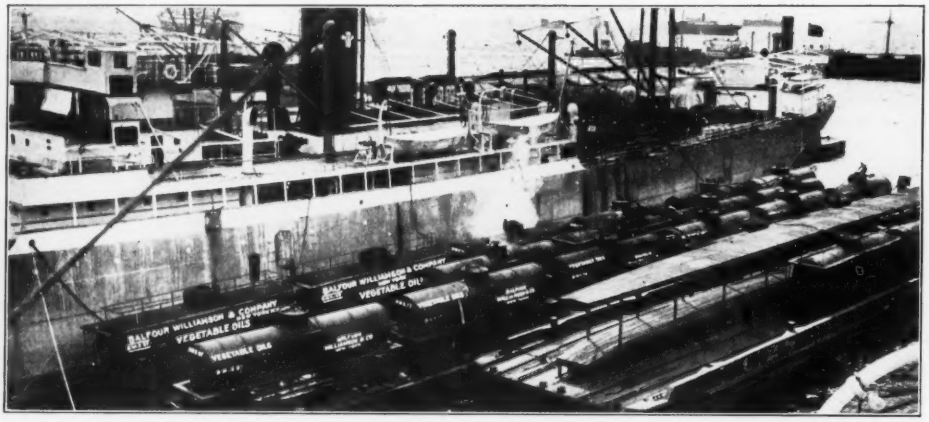
National Association of Cleaners & Dyers met in annual convention at Kansas City January 18 to 21. An exhibit of allied tradesmen featured the convention. Among the exhibitors were American Disinfecting Co., Sedalia, Mo., Armour Soap Works, Chicago, Beltine Chemical & Manufacturing Co., Chicago, Davies-Young Soap Works, Dayton, and Force Products Co., Chicago.

W. T. Rawleigh Co., manufacturer of extracts and toilet goods, will soon begin the construction of a new plant across the Pecatonica River from its present Freeport, Ill., location. The new structure will be one story and basement and will cost $65,000. A new steam power plant will also be built. The work will be done under the supervision of Homer Cox, chief engineer of the company.

W. B. Watkins has been advanced to the position of director of sales of the J. R. Watkins Co., Winona, Minn. H. S. Geusel has been appointed Newark, N. J., branch manager.

Beaver Soap Co. and Dayton Oil Corp., Dayton, Ohio, have been allowed a drawback on fatty acid and crude glycerin manufactured by them by the use of imported soya bean oil.

Synthetic thymol is now being manufactured by the New York Quinine & Chemical Works at its Brooklyn, N. Y., plant. The company is the only maker of synthetic menthol in the United States and now holds this position in the thymol field.



CRUDE CRUSHED
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Basis 5½% Maximum 8% F F A (Lauric)

F O B Sellers Tank Cars Port of New York

Please write or wire for offers

CITRONELLA OIL
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SANDALWOOD OIL

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DIRECT IMPORTERS

67 WALL STREET **NEW YORK CITY**

Robert DuBois, manager of sales for the Graesser-Monsanto Chemical Works, Raubon, So. Wales, arrived in New York aboard the *Aquitania* on Jan. 28 en route to St. Louis to attend the annual sales convention of the Monsanto Chemical Works. H. M. Hodges, Far Eastern representative for Monsanto and Graesser-Monsanto, accompanied Mr. DuBois.

German Lammers, head of German Lammers & Co., Mexico City, Mexico, with Mrs. Lammers, arrived in New York late last month on the *Deutschland* en route back to Mexico City after a year spent in Germany. Lammers & Co. are Mexican agents for Schimmel & Co., the German essential oil and aromatic chemical house, which is represented in the United States by Fritzsche Bros.

Florasynth Laboratories, Inc., Unionport, N. Y., manufacturers of aromatic chemicals, which recently increased its capitalization, now has authorized $50,000 preferred stock and $150,000 common stock. Both Charles Senior, vice-president of the company, and Alexander Katz, treasurer, are now on business trips, Mr. Katz being on the Pacific Coast and Mr. Senior in the Middle West.

M. Naef & Co., Geneva, Switzerland, represented in this country by Ungerer & Co., New York, entered the following trades names for registration at the U. S. Patent Office: Opopanol, Heliotropol, Olnicera, Moussarome, Coralys, Sylvestral, Violettol, Violettone, Chironiax, Cheiria, Maialis, Grenadol, Florentinol, Aromantheme, Diantheol.

The complaint against Wilson & Co., Chicago packers, has been dismissed by the Federal Trade Commission. Wilson & Co. has sold the stock of Paul O. Reiman & Co., a competitor, to which purchase the Commission objected.

C. Christiansen, for several years past with J. C. Francesconi & Co., New York vegetable oil importers, has become associated with the Reliant Oil Co., New York. Mr. Christiansen will have charge of the company's oil and fat department.

The Oil Trades Association of New York held its annual banquet Wednesday, February 10, at the Waldorf-Astoria Hotel.

A recent consul report states that the Manchurian soya bean crop will be larger than last year's and that the beans are of almost uniformly excellent quality. Expression of oil is going forward steadily in the 81 mills in the leased territory.

Milton Kutz, sales manager of the Roessler & Hasslacher Chemical Co., New York, returned from an extended European trip on Jan. 27.

Belgian Trading Co., New York, American representatives of French aromatic chemical and essential oil manufacturers, has appointed H. R. Ramsey as its representative in the Middle West.

L. K. Liggett Co. has made another large addition to its chain of drug stores by the purchase of forty stores on the Pacific Coast. It is reported that the company is looking forward to acquiring more stores on the West Coast and that its agents are quite active in negotiating new purchases.

Kerala Soap Institute at Calicut, India, has installed a new glycerin plant which enables the factory to manufacture 80 per cent crude glycerin.

Monsanto Chemical Works, St. Louis, have made extensive improvements in the power plant of their East St. Louis works, and have installed considerable new equipment, including a new 2,500 k. w. steam turbine. The entire plant has been remodeled.

Columbia University College of Pharmacy opened a new course on perfume materials February 1. Professor Curt P. Wimmer, who has conducted a course on toilet preparations and cosmetics since 1920, is in charge.

Arthur Fortune, manager of the Chicago office of Morana, Inc., and Herbert F. Croen were elected vice-presidents of the company at the recent annual meeting of the directors.

Bowker Chemical Co., New York, manufacturer of phosphates, will build a new plant at Baltimore, Md., to cost $100,000.

PEP
Pure Products
Essential

We Specialize in

GERANIUM
Bourbon and African

LAVENDER
Flowers and Spike

in round quantities only

The chief feature about our oils is that they are <u>*really*</u>

PURE

In the case of lavender, for instance, one pound of *pure* lavender oil can, with a little experimenting, be turned into nearly 2 lbs. of so-called "U. S. P. Lavender."

It is easier to *do* than to *detect*, in fact if done cleverly and on a small scale it is IMPOSSIBLE to detect.

The larger consumers will, in the long run, find it more economical to *pay the fair price* for pure oils and cut them down themselves as much as they like.

COUPEY FILS

160 Pearl Street, New York - Phone Hanover 3224, 3225, 3235

also

COUPEY FILS & DEHAIS

31 Rue Lafayette - - - Paris

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Contracts Awarded

James Good, Inc., Philadelphia, has been awarded a contract to supply the quartermaster, Chicago, with 1,300 cans saddle soap at 9.9c.

B. T. Babbitt, Inc., Washington, have been awarded a government contract for 200,000 pounds caustic soda at 3.16c.

The Treasury Supply Bureau, Washington, has awarded the following contracts for soaps and allied materials:—Harral Soap Co., Brooklyn, grit cake soap at $4.50 a case, or at $2.75 per 100-cake box; General Soap Co., soap powder at 3.65c lb., and chip soap at 9.75c lb.; American Soap and Washoline Co., scouring compound for tiles, etc., at 3.8c in pound cans or 1.8c in 300-pound barrels; Gold Dust Corp., chip soap at 9.05c lb., and laundry soap at $3.75 per box of 100 pounds; Windsor Soap Co., white floating soap at $3.41 per box; Purdy & Stevens, soap powder at 2.9c lb.; and Maryland Chemical Co., washing soda for a six months' period at $1.60 per 100 pounds.

B. T. Babbitt, Chicago, has been awarded a Government contract for 1,850 pounds concentrated lye at 7.5c lb.

J. Eavenson & Sons, Inc., have been awarded the following contracts to supply soaps by the quartermaster, Brooklyn: 79,980 pounds issue soap, a. s. b. for the Canal Zone, at 5.38c. lb.; 540 pounds of the same for Bolling Field at 5.58c. 1,020 pounds for Washington Barracks at 5.58c.; 3,000 pounds for Fort Meyer, Va., at 5.69c.; and 3,000 pounds for Fort Barrancas, Fla., at 6.12c.

A contract for furnishing 100,000 pounds laundry soap to the Marine Corps, Philadelphia, has been awarded to Upson-Walton Co. at 5.25c lb.

Palmolive Co., Chicago, has been awarded a contract to supply 2,000 pounds amber soap flakes to the post quartermaster, Paris Island, at 10c lb.

The general supply committee, Washington, has awarded the following contracts for soaps and allied materials:—Scouring compound for marble floors, in 300-lb. barrels, at 3.25c, and scouring compound for mosaic tile floors at 3.25c to Globe Wholesale & Distributing Co., Inc., Washington; scouring powder for removing ink from printers' hands at 3.25c, also to Globe Wholesale & Distributing Co.; soap in barrels at 4c to India Alkali Works, Boston; grit soap in cakes for fine work at 4c lb. to The Saxonite Products Co., Sandusky, O.; grit soap for scrubbing, 4.5c, to Harral Soap Co., New York; chip soap, light color, at 10.14c, to J. Eavenson & Sons, Inc., Camden, N. J.; laundry soap at 5.12c also to J. Eavenson & Sons; liquid soap in half barrels at 22c to Standard Sanitary Products Co., Brooklyn; liquid soap in barrels or drums at 20c to Wendelken & Co., Brooklyn; fine flake soap at 16c to Harral Soap Co.; heavy soap powder at 3.29c to George E. Marsh Co., Lynn, Mass.; light soap powder at 3.19c to J. Eavenson & Sons; tar soap at 4c to Palmolive Co., Chicago; white floating soap at 9.48c to Windsor Soap Co., Washington; automobile soap in 100-lb. containers at 7c, in 250-lb. containers at 6.45c and in 450-lb. barrels at 5.49c to Clifton Chemical Co., New York; milled toilet soap in 2½-ounce cakes at 2.75c to Unity Sanitary Supply Co., New York; and milled toilet soap in 4½-ounce cakes at 4.4c to J. Eavenson & Son.

The quartermaster, Brooklyn, has awarded J. Eavenson & Sons, Inc., a contract to supply 50,000 bars of issue soap at 5.29c and Windsor Soap Co., Inc., a contract to supply 50,000 bars of white floating soap at 3.555c. wrapped.

James Good, Inc., has been awarded a contract to supply 150 pounds of saddle soap for Allston, Mass., at 14.2c. lb.

James Good, Inc., has been awarded the following contracts for soap: 200 pounds soft soap for Harrisburg at 8.9c. lb.; 100 pounds saddle soap for Philadelphia at 13.4c.; 180 pounds saddle soap for Boalsburg at 14.2c.; 36 pounds for Berwick, Pa., at 14.2c.; 50 pounds for Lexington, Va., at 14.2c.; 4 pounds for Northfield, Vt., at 14.2c.; 9 pounds for Boston at 25c.; 59 pounds for Charlestown, Mass., at 14.2c.; 482 pounds for Allston, Mass., at 14.2c.; 24 pounds for Melrose, Mass., at 16.4c.; 240 pounds at Lawrence, Mass., at 14.2c.; 100 pounds for Lynn at 14.2c.; 300 pounds for Salem at 14.2c.; 40 pounds for New Bedford at 14.2c.; 6 pounds for Northampton at 25c.; 24 pounds for Waltham at 16.8c.; 353 pounds for Brockton, Mass., at 14.2c.; 270 pounds for Lowell at 14.2c.; 260 pounds for Methuen at 14.2c; 15 pounds for Salem at 25c.; and 48 pounds for Pittsburgh at 14.2.

RECORD OF TRADE-MARKS

The following trademarks were published in the January 5, 12, 19 and 26, 1925, issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Petropalm—This in black letters underneath a crown. Filed November 28, 1925. Claims use since August 2, 1925. For Hair Shampoo. Filed by H. V. Britton, New York, N. Y.

Mystic Lure—This in black letters. Filed November 28, 1925. Claims use since February 2, 1925. For preparation for use in killing roaches, rats and mice, water bugs and other insects. Filed by John Opitz, Inc., New York, N. Y.

Wonderful—This in black letters under the picture of an insect. Filed August 6, 1924. Claims use since March 1, 1924. For insecticide. Filed by Roy L. Wortham, Hammond, Ill.

Ok-Cal-Co—This in black letters in quotation marks. Filed August 11, 1924. Claims use since July 25, 1924. For extermination of poultry vermin. Filed by Josephine A. Wood, Los Angeles, Calif.

Fraxi—This in black letters. Filed November 11, 1925. Claims use since May 12, 1925. For Perfumed Soap. Filed by Eugene Rimmel, Ltd., London, Eng.

La Prene—This in black letters. Filed November 12, 1925. Claims use since Oct. 13, 1925. For Shampoo. Filed by La Prene, Chicago, Ill.

La Prene—This in black letters under picture of head of girl. Filed November 12, 1925. Claims use Since Oct. 13, 1925. For shampoo. Filed by La Prene, Chicago, Ill.

Twinplex—This in black letters. Filed Nov. 27, 1925. Claims use since Oct. 17, 1925. For Shaving Cream or soap. Filed by Twinplex Sales Co., St. Louis, Mo.

White Rose—This in black letters. Filed Nov. 30, 1925. Claims use since June 15, 1925. For Liquid Clothes Cleaner. Filed by Rose Mfg. Co., Los Angeles, Calif.

Coppit Brand—This in black letters. Filed November 18, 1924. Claims use since October 1, 1924. For type cleaner known as Ink Off. Filed by Perfection Products Co., Rochester, N. Y.

Ivolene—This in black letters. Filed July 27, 1925. Claims use since July, 1922. For dry-cleaning compounds. Filed by Henry Eversz, Walla Walla, Wash.

Purex—This in white letters on a black octagon back-ground. Filed September 5, 1925. Claims use since October 10, 1923 For General cleaning preparation in liquid form. Filed by Ray A. Precourt, Los Angeles, Calif.

Valentine's Superior Hand Soap—This in black letters with a hand under it. Filed Oct. 14, 1925. Claims use since Aug. 1, 1925. For mechanics' hand soap. Filed by Chas. F. Valentine, Glenwood Springs, Colo.

Elbar—This in black letters. Filed Oct. 24, 1925. Claims use since April 1, 1925. For liquid cleaner. Filed by El Bar Chemical Co., Chicago, Ill.

Curo Crome—This in white letters on a black background. Filed Nov. 6, 1925. Claims use since Aug. 10, 1925. For tooth paste. Filed by Dellarowe Drug Co., Hollywood, Calif.

Bon Voyage—This in black letters. Filed Sept. 24, 1925. Claims use since May 30, 1924. For package containing cold cream, compact face powder, dental cream, smelling salts, soap flakes, talcum powder, toilet soap, toilet water and vanishing cream. Filed by Colgate & Co., Jersey City, N. J.

Eversafe—This in white letters on black background. Filed November 11, 1925. Claims use since July 1, 1925. For Radiator glycerin. Filed by James S. Kirk & Co.

Trade-Marks Granted

207,464. Soap. Los Angeles Soap Company, Los Angeles, Calif. Filed May 29, 1925. Serial No. 215,075. Published October 6, 1925.

207,472. Dry-Cleaning Composition. Charles Peterson, Duluth, Minn. Filed

(Continued on page 39)

MORANA
INCORPORATED
GENERAL OFFICES
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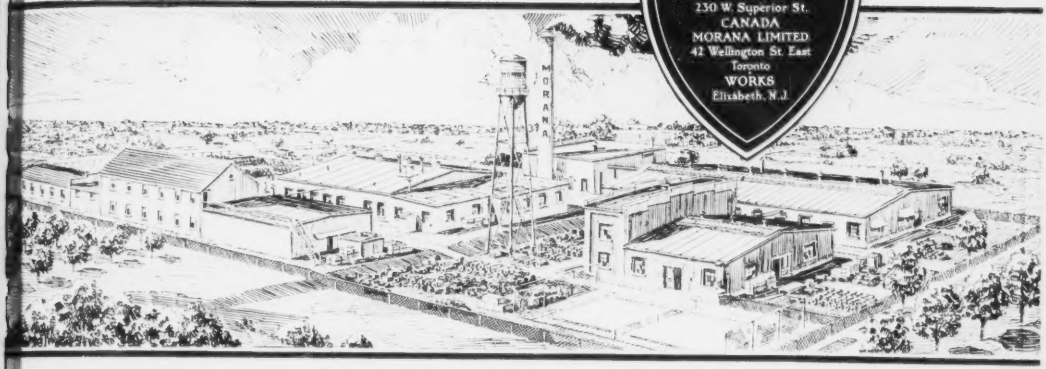
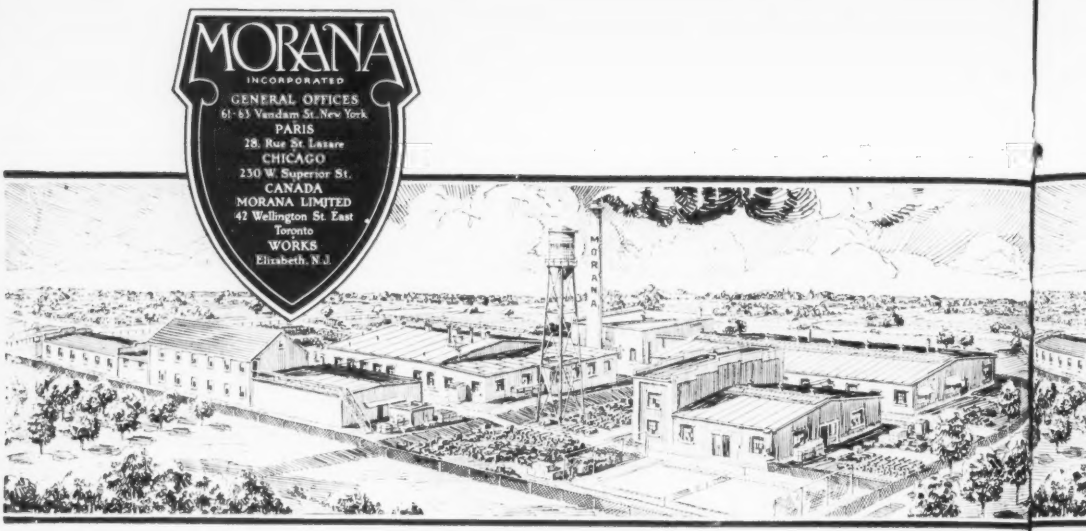
PARIS
28, Rue St. Lazare
CHICAGO
230 W. Superior St.
CANADA
MORANA LIMITED
42 Wellington St. East
Toronto
WORKS
Elizabeth, N.J.



The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

*A low-priced soap perfuming oil of great strength and tenacity— Geranoxide**

**Trade Mark Registered*



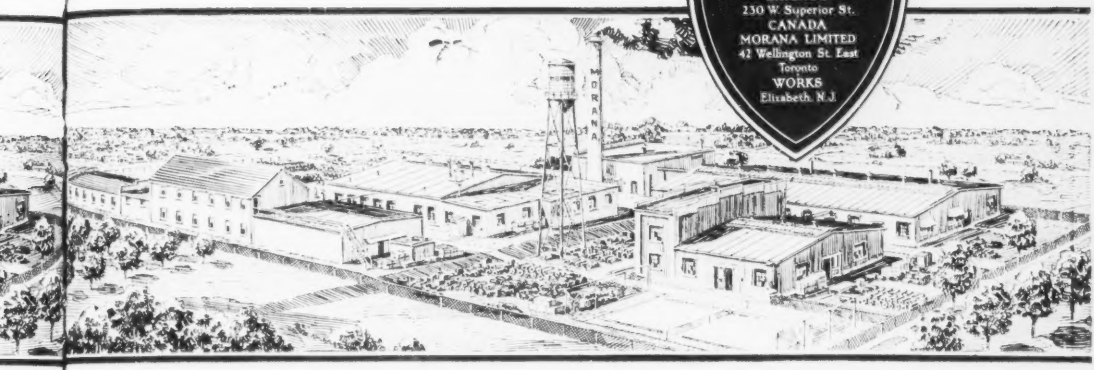
The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

THERE are many factors that have an adverse effect upon the perfume ingredients in a soap. Of these, Heat is without a doubt of the greatest influence. That being the case, the heat-resistant quality of a soap perfuming ingredient obviously demands equally as much consideration as does its odor value, for without the former the latter becomes of negligible importance.

The outstanding characteristic of *Geranoxide** is its ability to withstand successfully the breaking-down effect of Heat, as well as the depreciating effects of all of those other factors that menace the odor value of a soap perfuming ingredient. *Geranoxide* "stands the racket." *It lasts.* Its fresh and pungent fragrance is ever-present, from the time that the oil is first incorporated in the mass of soap until the eventual cakes are transformed into fragrant lather.

Convincing proof of the remarkable ability of *Geranoxide* to successfully maintain its odor value, even under the severest conditions, is to be found in its increasing use as a means of softening, or masking, the harsh chemical odors of disinfectants, insecticides, and

*Developed by our research laboratories and made and sold exclusively by Morana Incorporated



The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

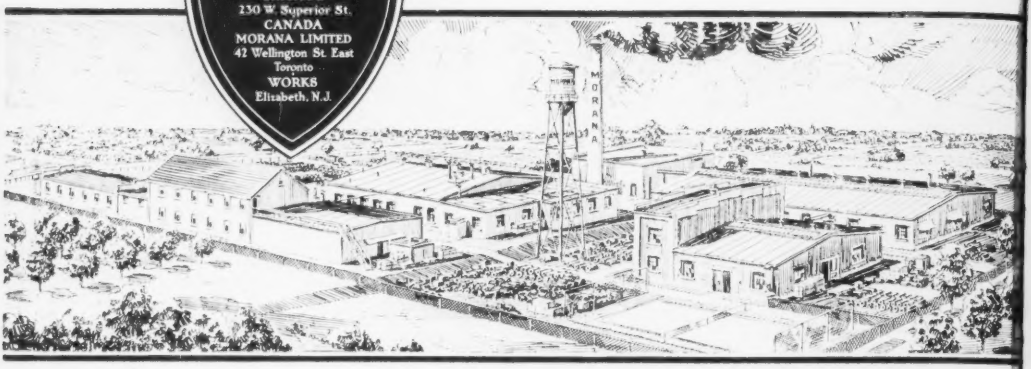
similar products and of imparting to such products a pleasant suggestion of lasting fragrance.

Geranoxide has a legitimate place in every toilet soap formula. It is particularly applicable to formulas in which low cost is of first importance. While it can be, and is widely used as the exclusive perfuming agent in toilet soaps, *Geranoxide* works out particularly well when used in conjunction with other perfuming oils, as it puts a decided "kick" into the composition. As a dilutent of natural Geranium oils *Geranoxide* will be found of great value as it makes possible a substantial reduction in the quantity used of such oils, yet without depreciating the rose-like Geranium note.

Geranoxide is made in large batches. Consequently, its uniformity is a known and dependable quantity. Furthermore, large batch production means economies in manufacture that are otherwise unobtainable, an advantage that is reflected by the low price of *Geranoxide.*

A working sample of *Geranoxide* will be sent promptly upon request, and without charge.

MORANA
INCORPORATED
GENERAL OFFICES
61-63 Vandam St. New York
PARIS
28, Rue St. Lazare
CHICAGO
230 W. Superior St.
CANADA
MORANA LIMITED
42 Wellington St. East
Toronto
WORKS
Elizabeth, N.J.



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May 11, 1925. Serial No. 214,177. Published October 6, 1925.

207,493. Face Cream, Hair Tonic, Shampoo, A Compound for Counteracting Perspiration, and a Lotion for Chapped, Rough Hands. Henry F. Remington, doing business as the N'-V Products Co., Nashville, Mich. Filed June 26, 1925. Serial No. 216,476. Published October 27, 1925.

207,503. Soaps. S. S. Pierce Co., Boston, Mass. Filed June 29, 1925. Serial No. 216,636. Published October 6, 1925.

207,525. Shaving Creams to Be Used Before Shaving and Skin Soap. The J. R. Watkins Company, Winona, Minn. Filed January 9, 1925. Serial No. 207,903. Published October 6, 1925.

207,541. Cleaning and Polishing Compound in Powder Form for Cleaning and Polishing Marble, Porcelain, and Mosaic Ware and Materials. B. Heller & Company, Chicago, Ill. Filed September 10, 1924. Serial No. 202,450. Published October 13, 1925.

207,545. Soap Chips. James S. Kirk & Company, Chicago, Ill. Filed January 8, 1925. Serial No. 207,818. Published October 13, 1925.

207,554. Shaving Cream in the Form of Soap Cream. The William A. Webster Company, Memphis, Tenn. Filed July 2, 1924. Serial No. 199,511. Published October 6, 1925.

207,580. Cleanser or Cleaning, Scouring, or Washing Powder. Wm. Schield Mfg. Co., St. Louis, Mo. Filed August 3, 1925. Serial No. 218,336. Published October 20, 1925.

207,599. Soap. W. T. Grant Company, Lynn, Mass., and New York, N. Y. Filed August 21, 1925. Serial No. 219,179. Published October 20, 1925.

207,611. Mixture of Borax and a Double Salt of Trisodium Phosphate and Sodium Metaborate Used for Cleaning and Detergent Purposes or as an Ingredient in Making Cleaning and Detergent Compositions and as an Emulsifying Material. American Trona Corporation, New York, N. Y. Filed August 11, 1925. Serial No. 218,681. Published October 20, 1925.

207,628. Toilet Soaps and Shampoo Soaps. Thomas L. Cummings, doing business as Cirp'oo Chemical Company, Houston, Tex. Filed April 20, 1925. Serial No. 213,009. Published October 20, 1925.

207,630. Soap. Los Angeles Soap Company, Los Angeles, Calif. Filed June 16, 1924. Serial No. 198,654. Published October 20, 1925.

207,646. A Preparation of Tripoli Used as Metal Polishers, Cleaners, and Burnishers. Franklin P. Weller, Washington, D. C. Filed May 26, 1925. Serial No. 214,937. Published October 20, 1925.

207,647. Metal Polish, Nickel Polish, Hand Soap, Mohair Dressing, Neat's-Foot Compound, Leather Renovator, and Fabric Cleaner. The Livingston Co., New Haven, Conn. Filed May 8, 1925. Serial No. 214,024. Published October 27, 1925.

207,652. Soaps in Liquid, Cake, Stick, Cream, and/or Powder Form. New Mix Products, Inc., New York, N. Y. Filed September 8, 1925. Serial No. 219,981. Published October 20, 1925.

207,654. Soap Flakes. Gold Dust Corporation, Jersey City, N. J. Filed September 3, 1925. Serial No. 219,739. Published October 20, 1925.

207,655. Soap Flakes. Gold Dust Corporation, Jersey City, N. J. Filed September 3, 1925. Serial No. 219,738. Published October 20, 1925.

207,659. Toilet Soaps. L. T. Piver, Inc., Wilmington, Del., and New York, N. Y. Filed August 31, 1925. Serial No. 219,603. Published October 20, 1925.

207,661. Disinfectant, Cleansing, and Bleaching Agent. Pennsylvania Salt Manufacturing Company, Philadelphia, Pa. Filed August 29, 1925. Serial No. 219,554. Published October 13, 1925.

207,667. Toilet Soap, Medicinal Soap and Shaving Soap. The J. R. Watkins Company, Winona, Minn. Filed August 25, 1925. Serial No. 219,360. Published October 20, 1925.

207,673. Shampoo. M. C. Reneau, doing business as Reneau Laboratory, Houston, Tex. Filed August 24, 1925. Serial No. 219,305. Published October 13, 1925.

207,776. Soaps. Mott Mfg. Co., Brooklyn, N. Y. Filed July 30, 1925. Serial No. 218,132. Published October 27, 1925.

207,850. Disinfectant. Corona Chemical Company, Inc., New York, N. Y. Filed September 5, 1924. Serial No. 202,244. Published December 16, 1924.

208,087. Hair Tonic, Tar and Glycerine Soap Shampoo, Complexion Powder, Sachet Powder, Tooth Paste, Cold Cream, Vanishing Cream, Toilet Lotion for Chap, Tan, Sunburn, and Rough Skin; After-Shaving Lotion, Perfumery Extracts and Essences, and Toilet Waters. A. J. Hilbert & Co., Inc., Milwaukee, Wis. Filed June 2, 1924. Serial No. 197,934. Published October 7, 1924.

208,137. Disinfectants and Deodorizers. Joseph Christopher Shepard, Wilmington, N. C. Filed July 31, 1925. Serial No. 218,213. Published October 6, 1925.

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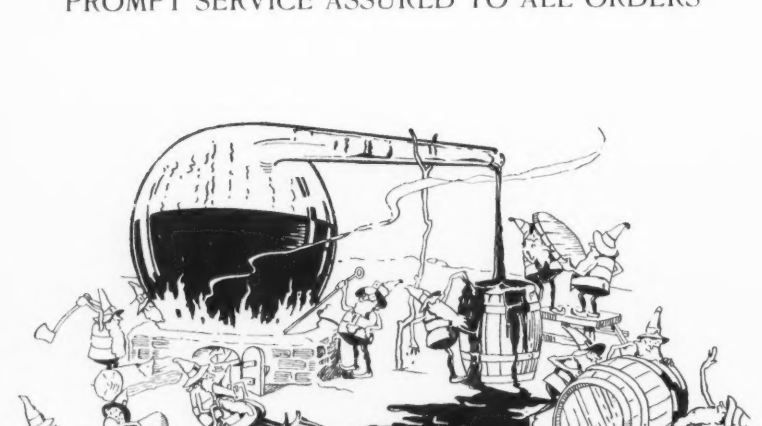

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INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.* Harry W. Cole, Holbrook, Mass., Secretary.

Activities of the Association

The following official bulletins have been sent out from the office of Secretary Harry W. Cole:

January 11, 1926

"It is not at all improbable, judging from the record of previous years, that Congress and the various state legislatures will attempt to enact into law this year many bills that directly or indirectly affect the interests of the members of our industry. Some of these bills may be favorable to us, but it is more likely that the majority of them will seek to impose certain additional restrictions on the sales of insecticides and disinfectants and kindred materials. When notice of these bills is sent you, please read the bulletins with care and then decide whether action is required or seems desirable. Please bear in mind that your secretary is ever ready to be governed by your wishes, and that if the proposed legislation is harmful, or likely to be, he will do everything possible to prevent its enactment, but his protest will lose much of its effect unless it is backed up by your earnest cooperation.

If a bill is introduced in Congress which to your way of thinking will embarrass or handicap the industry, it becomes your duty to immediately get in touch with your senators and representatives at Washington. They are elected to serve *you*, but they cannot tell what your attitude toward a bill is unless you let them know. If legislation is pending in one or more of the states, and you consider it detrimental to your interests, write at once to your customers in that state and urge them to communicate with their representatives in the legislature and have the bill withdrawn, amended or defeated.

"In the past our members have shown more or less indifference to pending legislation. Bulletins have been laid aside for future reference or discarded. Through a lack of interest many laws have been enacted that have been a distinct curb to legitimate business. This year you are asked to work more closely with your secretary and to take action when you are requested to do so. This is *your* association. It was formed to help *you* protect *yourself* from national and state aggression. Therefore, when your attention is called to a matter that should have your support, put forth your best effort and stick by it until the job is done. If you will do this, your association can increase its efficiency 100 per cent and receive still further recognition as an organization that is doing things and thereby stimulate interest in membership on the part of many who are still without the fold."

THE MERRITT BILL

January 14, 1926

"In our Bulletin No. 7, issued January 26, 1925, you were given a copy of the Merritt Misbranding Bill, pending before Congress. In our Bulletin No. 9, issued January 29, 1925, you were informed that the bill had been favorably reported by the Committee on Interstate and Foreign Commerce. In paragraph two of our Bulletin No. 1, issued January 6, this year, reference was again made to this bill, and our objection stated. Please refer to these bulletins. In a lengthy report filed with the bill it is stated that the committee, having given extended hearings during the pendency of the bill at last session, has decided that hearings this session are unnecessary. At these previous hearings, protests were made by Mr. H. B. Thompson, representing you, and by representatives of other trades. Mr. Thompson was in almost daily attendance at these hearings for about three weeks.

"The Merritt Misbranding Bill (now known as H. R. 3904) has been advanced on the Committee of the Whole Calendar until it is now Number Six, and it may be reached almost any time. There is strong opposition to the bill by certain organizations, some of them of great power in

Washington, on the ground that it is merely a red herring drawn across the path of compulsory misbranding bills which are a part of the legislative program of the American Farm Federation and other active organizations.

"The opposition of our industry is, of course, to the provisions of the bill which give double jurisdiction over insecticides and fungicides (including disinfectants). The proposals relating thereto would put every manufacturer of such materials under the jurisdiction of the Federal Trade Commission, as well as the Department of Agriculture, causing endless confusion, probably, and certainly being an expensive duplication of governmental agencies. It might include multiple seizures under the Federal Trade Commission Act, as well as under the Food and Drugs Act and Insecticide Act of 1910, and would give the Federal Trade Commission jurisdiction over advertising.

"In the present legislative situation it would be difficult, if not impossible, to amend the bill, Mr. Merritt being opposed to such amendment as would meet the objections of those who already are manufacturing goods coming within the Food and Drugs Act and the Insecticide and Fungicide Laws. For that reason, we believe our only course is to oppose the enactment of the bill *as written*. Will you please immediately and as vigorously as possible wire your member of Congress protesting the passage of the Merritt Bill (H. R. 3904) *as written*. Such telegrams should be gotten out *at once* and they should be followed by good, stiff letters, explaining the reasons for opposing the bill in the *form in which it is pending*."

THE CAUSTIC-ACID BILL

January 14, 1926

"Senator Pepper has introduced in the United States Senate a so-called caustic-acid bill which is numbered 2320. It has been referred to the Committee on Interstate Commerce.

"This bill is of the same general character as the caustic-acid bills introduced in various state legislatures last year, and of which you were advised.

"Among the substances which the bill defines as 'dangerous caustic or corrosive' are:

"Carbolic acid, otherwise known as phenol, and any preparation containing carbolic acid in a concentration of 5 per cent or more.

"Potassium hydroxide and any preparation containing free or chemically unneutralized potassium hydroxide, including caustic potash and Vienna paste, in a concentration of 10 per cent or more.

"Sodium hydroxide and any preparation containing free or chemically unneutralized sodium hydroxide, including caustic soda and lye, in a concentration of 10 per cent or more.

"Ammonia water and any preparation containing free or chemically uncombined ammonia, including ammonium hydroxide and 'hartshorn,' in a concentration of 5 per cent or more.

According to the bill the word *Poison* must be placed upon packages of the above substances, also directions for treatment in case of accidental personal injury from the use of any of the above. The act shall take effect upon its passage, but no penalty or condemnation shall be enforced for any violation of the act occurring within six months after its passage. One of the evils of such a bill is that in some states only registered pharmacists are permitted to sell poisons. As President Hoyt would say, 'Gentlemen, what is your pleasure with regard to the matter?'"

Electrotypes of the emblem of the Insecticide and Disinfectant Manufacturers Association can be secured in the standard size for use on stationery of members at 75 cents each by sending request and remittance to Secretary Harry W. Cole, Holbrook, Mass. A special notice regarding these emblems was recently sent out by the secretary's office.

Copies of the 12th Annual Report of the Insecticide and Disinfectant Manufacturers Association will go to press in the near future. One copy will be furnished without charge to each member of record. Additional copies are procurable at $3.00 each by ordering in advance from Secretary Harry W. Cole, Holbrook, Mass.

A bill regulating the sale of dangerous caustic or corrosive acids, alkalies and other substances has been introduced in the Virginia State Legislature by Representative James P. Jones.

G. R. Rinke, vice-president of John Powell & Co., New York, will return this month from an extensive trip through the Middle and Far West.

Alexander Elected Huntington V. P.

Benjamin Alexander, director of sales of the Huntington Laboratories, Huntington, Ind., was elected vice-president of the company at the annual meeting of stockholders held Jan. 20. This is a notable promotion in the company for Mr. Alexander. Other officers of the company were re-elected as follows: president, F. H. Bowers; treasurer F. E. Wickenheiser; secretary and general manager, J. L. Brenn The following were elected on the Board of Directors: F. H. Bowers, J. L. Brenn, Benjamin Alexander, F. E. Wickenhesier, E. Zahm, H. W. Hoch, W. J. Whitelock. J. L. Brenn, general manager of the Company, is widely known in disinfectant circles and active in the affairs of the Insecticide and Disinfectant Association He has the distinction of being the tallest man in the Association, standing six feet four inches.

Dominion's Creosote Production

Production at the Sydney, Nova Scotia, plant of the Dominion Tar & Chemical Co., during 1924 and 1925, was as follows, according to Consul H. H. Dick in a report to the Chemical Division of the Department of Commerce:

	1924	1925
Creosote	1,665,247 gals.	1,101,638 gals.
Pitch	13,568 tons	8,205 tons
Disinfectant		1,144 gals.
Black varnish	339 gals.	700 gals.
Roofing Material	600 gals.	830 gals.

Production slightly decreased in 1925, due to a partial shut down of operations at the steel plant which supplies the tar from its coke ovens. The company is equipped to handle about 25,000 gallons of tar per day, but its maximum receipts have been around 16,000 gallons daily. Creosote was exported to the United States as follows: 1924, 688,067 gallons, valued at $109,044, and 1925, 578,416 gallons, valued at $100,157.

The consumption of disinfectants in Colombia insures a fair market which shows a tendency to increase. Disinfectants are employed to a considerable extent to free livestock from insect pests, and for general household purposes. Importations are usually made in drums containing 50 gallons each and to a lesser extent in tins of 5 and 1 gallon each. One Cartagena dealer has expressed an interest in tins of 1 and 2-pound, respectively. The consumer usually obtains his supplies through hardware dealers and druggists. Vice Consul Albert E. Ellis, Cartagena.

Large Insect Flower Crop in 1925

Local dealers in pyrethrum flowers state that the 1925 crop, owing to increased acreage, was decidedly larger than that of 1924, which was estimated at about 1,500 metric tons. Stocks at present in the hands of Trieste exporters are said to be about 1,000 metric tons. The greaetr portions of the new crop is still unsold and in the hands of the peasant producers. Local buyers allege that the Dalmatian peasant cannot afford to produce the flowers at the present prevailing low prices, which have been taken advantage of by American importers, and that the acreage of the next crop is sure to be curtailed. The records of the American consulate at Trieste disclose that from January 1, 1925, to December 1, 1925, a total of 1,115,816 pounds of pyrethrum flowers valued at $201,056, was exported to the United States. During 1924 the total exportation from Trieste to the United States was 369,832 pounds valued at $149,663.

A bill covering the labelling of insecticides, disinfectants and other alleged poisons, which was introduced recently at a special session of the legislature of the State of Washington as House Bill No. 236, died in the House Committee before the legislature adjourned.

Insecticides manufactured or sold in the State of Pennsylvania must now be registered with state authorities. This law, which was passed at the 1925 session of the Pennsylvania legislature, became effective January 1 last.

The United States imported 7,722,007 gallons of creosote oil, valued at $997,242, in November, 1925. Coal tar acid imports, during the same month, totaled 34,731 pounds, with a value of $7,935.

The Chateau Frontenac in Montreal, Canada, at which place the Insecticide and Disinfectant Manufacturers' Association voted to hold its mid-summer meeting this year, was partially destroyed by fire early in January.

Jordan Coal Tar Products Corp., New York, has changed its name to the Mattawan Operating Corp. The company purchased a plant at Mattawan, N. J., recently.

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Creosote Oil in Disinfectants

Its Production and Treatment for the Manufacture of Disinfectants

By Arthur O. Ponder
Asst. Mgr., Dominion Tar & Chemical Co., Montreal

(Before the 12th Annual Convention of the Insecticide and Disinfectant Manufacturers Association at New York)

CREOSOTE may be defined as being any or all of the oil distilled from tar from the initial stages down to the end of distillation, irrespective of whether the distillation is carried to soft pitch, hard pitch, or coke. In the present paper only coal-tar will be considered. The various fractions produced by the distillation of any coal-tar vary tremendously in chemical and physical properties, ranging as they do from the volatile, low gravity naphthas of the early stages down to the heavy greases produced just before the coking point.

A vertical retort yields a tar that is as a rule very satisfactory for the manufacture of disinfectant oils. All danger of cracking is eliminated by the fact that in the modern continuous vertical retort the volatile products of carbonization pass up the retort through a zone of ever diminishing temperature. The main danger lies in the fact that the vertical retort is liable to give a tar which is apt to be rather low in gravity, particularly if the retort is heavily steamed. Hand in hand with this goes the fact that the oils are very apt to "pink."

It is, unfortunately, not always possible to select one's tar. The tar distiller in these days is a humble suppliant who crawls on his hands and knees to the executives of the steel or gas companies and deposits all his worldly goods, up to and including his underwear, for the privilege of buying the said company's output at an exorbitant price. But if it were possible to make a selection, the wise buyer would do well to steer a middle course, avoiding on the one hand the heavy tars from horizontal retorts, with their low tar-acid content, high naphthalene content, and low yield of low coefficient oils, and the low temperature oils which have an excessively low gravity, are difficult to emulsify and all pink badly. If a tar produced by the by-product coking of a good high volatile coal in well regulated ovens can be obtained, the manufacturer has made a good start. He can be sure of obtaining a crude oil which is reasonably high in tar acids, not too high in naphthalene, and which readily lends itself for washing for the elimination of pinking.

WE may now proceed to the actual manufacture of the disinfectant oil. The percentage of tar acids in the distillate is low in the initial stages, works up to a maximum and then rapidly diminishes until it approaches zero in the fractions produced in the latter stages of distillation, provided that the distillation has been carried to the stages of a fairly hard pitch. Fractions must, therefore, be selected to give the best percentage of tar acids in the finished product. Specific gravity also plays an important part. An oil which has a gravity much below .98, is sometimes difficult to hold in the form of an emulsion by the use of resin soap alone. If it is used for the manufacture of a sheep dip, other soaps are often ruled out by reason of excessive cost. An element of danger creeps in from the fact that in dips made from light oils, the emulsions break down. The surface layer of oil may be swallowed by sheep, resulting in death. On the other hand, an oil which is too heavy is also difficult to hold in suspension. The upper limit varies from oil to oil, but it is generally around 1.040.

Although one should aim at a high tar-acid content, nevertheless this can be carried to excess. Oils containing excessive quantities of tar acids are again difficult to emulsify in a satisfactry manner, except by using large quantities of soap. A reasonable limit is about 35 per cent. In view of these considerations, and having in mind the average coal-tar, we may assume that the distiller who is distilling to pitch will take three cuts from his tar stills. (1) A light naphtha fraction which may be worked up for the production of benzene, toluene, carbolic and cresylic acids. (2) A tar-acid oil cut. (3) A heavy creosote cut. Although this is a general rule, on certain tars, particularly light ones, the third or heavy creosote fraction may disappear and be merged with the tar-acid cut, especially if distillation is taken to the stage of a comparatively soft pitch. In other cases,

the naphtha fraction may disappear; let it suffice to say that every tar is a law unto itself, as each one demands its own peculiar treatment.

WE have now got to the stage of having produced an oil which is satisfactory for further working up into a finished disinfectant oil. There are now three distinct operations to which the oil has to be subjected: (1) Removal of naphthalene. (2) Treatment to eliminate pinking. (3) Redistillation.

As a general rule, the lower the temperature of carbonization of any given coal, the more liable to pinking are the oils derived from it. As an example of this, we may quote blast furnace and other low temperature oils, which are notorious in this respect. At one of our own works at Sydney, N. S., we recently ran across an apparent exception to this. Up until 1917 the coal of the Dominion Iron & Steel Company was coked in a battery of Otto-Hoffman ovens running on 30-hour coking. The oils from this tar did not pink, yet when a new battery of Koppers ovens running on 18-hour coking was installed, the oils pinked very badly. The rule given above may be taken as fairly sound, however. It is our experience at Sydney that distillates from the normal tar made by 18-hour coking are easy to cure of pinking. In slack times the ovens are run on 24-36-hour coking, and the distillates from this tar are much more difficult to handle. Pinking is a thing that the manufacturer has to be on his guard against continually. It has often been our experience, particularly with oils from vertical retort tar, that the oil was washed with alkali and a sample redistilled in the laboratory giving a perfect white emulsion, yet the same oil when redistilled on the works pinked nearly as badly as before.

Removal of Pinking

In mild cases it suffices to wash the oil with a small quantity of about 10 per cent soda ash solution. The action is greatly helped by agitation, and better still by blowing with air. The washing proceeds much more expeditiously at a high temperature, say 160 degrees to 180 degrees F. Worse cases may be treated by the use of caustic soda solution, using a liberal amount of air. Caustic soda suffers from the defect of removing some of the tar acids. Some low temperature oils, even after prolonged treatment by caustic soda, still pink perceptibly. Oils fresh from the tar stills are always harder to treat than oils which have been in storage for several months. Sometimes an oil which when manufactured pinks slightly, after being in storage for several months shows no signs of pinking. Other reagents may be used to overcome this defect. We found recently that a pinking oil through which sulphuretted hydrogen had been passed gave a white emulsion. Alkaline potassium permanganate may sometimes be effectively used, but the cost is prohibitive.

Removal of Naphthalene

This can be done in a variety of ways. (1) By allowing the oil to stand in storage tanks over the winter and draining when the required amount of naphthalene has settled out. This is possible only in countries such as Canada and the northern parts of the United States. (2) By fractional distillation. Laboratory experiments using a long fractionating column do not give any clear-cut fraction in which the naphthalene is concentrated, but it is almost impossible in the laboratory to duplicate the conditions obtainable in a column still. (3) By artificial refrigeration followed by filter pressing or centrifuging to remove the precipitated naphthalene. This is a method which we have found to be very successfully operated and not unduly expensive. While the details will not be gone into here, the essentials of the process consist in refrigeration of the oil in brine-jacketed insulated tanks to the appropriate temperature, followed by filter pressing. The precipitated naphthalene is as a rule too fine to permit centrifuging.

The point arises as to what naphthalene content is permissible in a disinfectant oil. In the southern parts of the United States oil testing up to 5 per cent naphthalene may be used, but in the north and in Canada it is not wise to exceed 3 per cent. It is interesting to note that an oil testing less than 3 per cent naphthalene may deposit some salts in transit in cold weather. Precipitation appears to be aided by the agitation due to the motion of the tank car.

The remaining operation that we have to consider is that of redistillation. Care should be taken to conduct the distillation slowly, to get as perfect a fractionation as possible. This also facilitates the making of special cuts for particular purposes. As in the distillation of crude-tar, the percentage of tar-acids is low in the early distillates as also is the specific gravity. The tar-acid percentage increases to a maximum point and then diminishes to the finishing point, while the specific gravity of the dis-

(Continued on page 49)

Insect Borne Diseases

Their Influence on Civilization and Their Prevention by the Elimination of Insect Pests

By M. A. Reasoner, B.S., M.D., F.A.C.S. Major, Medical Corps, U. S. Army

(Before the 12th Annual Convention of the Insecticide and Disinfectant Manufacturers Association in New York)

FROM the beginning of history to present time man has been a prey to insects and consequently a sufferer from diseases which they are capable of transmitting. It is impossible to estimate the effect which this insect activity has had upon the human race.

If one were asked to name the safety device which has come into common use during the last half century which has saved the greatest number of lives and prevented the greatest amount of illness which could not otherwise have been prevented, one would be quite safe in designating the ordinary fly and insect screening. It is quite probable that most of us do not realize many of the advances we have made in controlling the spread of insects because we are very prone to accept new comforts and forget former hardships as well as the lessons connected with them. We do not commonly think of the important part which insects have played in history, how they have overthrown dynasties and even wiped out whole countries or civilizations or reduced them from a position of commanding superiority to one of helpless subordination. They have defeated victorious armies on the way to conquer the world and at times have allied themselves with the defeated who were thus able to turn inglorious defeat into substantial victory. It is only in the last forty years that we have begun to comprehend and thereby raise ourselves to a plane superior to our insect and other untoward surroundings, and the flyscreens, the insecticides, the disinfectants and the appurtenances thereto are the symbols of our long deferred superiority and victory.

Five hundred years before Christ, or about the time of Pericles, Greece was the center of power and of culture and intelligence. It was only a few years later that the anopheles mosquitoes of the country became in some manner infected with malaria, called by Hippocrates "the burning disease," and the country began immediately to decline and never again was a predominant factor in the history of the world. The disease became general and was sufficient to produce a physical and mental deterioration in one of the strongest and most virile nations the world has produced. Today malaria is one of the great problems in Greece and when this condition is overcome there should be an improvement in their mental and physical condition, though some time and doubtless some new blood will be required to overcome the results of two thousand years of malarialization.

Mesopotamia up to 500 B. C. had a relatively high degree of civilization, but became weakened by the constant fight against malaria so as to become what might be termed a "low vitality" nation. It thus became invaded and captured by enemies from the higher lands who in turn suffered the same fate. Egypt, also a "low vitality" nation, had developed a high type of civilization and culture but fell a prey to malaria, typhus, bubonic plague and other insect transmitted diseases. Following this decadence, it endured a regular succession of conquerors, each in his turn succumbing to the same insect borne diseases which had overcome his predecessor.

As with the preceding countries, Macedonia had built up a civilization of its own, but fell in the same manner and at the present time is still in the grip of this curse of anopheles mosquitoes which make civilized life and proper mental and physical development impossible. During the War there were about 750,000 allied soldiers in Macedonia and of this number about one-half were infected with malaria and any army with one-half its number on sick report has neither time nor ability to accomplish much else. It might also be said that any country so infected is hardly worth fighting over.

DURING the last few years we have begun to explore the numerous and extensive ruins which are the only remains of former civilizations once existing in the southern part of Mexico, Central America and Peru. The Mayans inhabited the country in and about Yucatan and at one time their main city, Chichen Itza, was the larg-

est city in this hemisphere. Malaria and yellow fever appeared and this strong country began to degenerate until it was no difficult matter for the Guatemalans to come down from the higher lands about one hundred miles away and capture the country. The Mayans left behind them traces of a civilization which showed advanced knowledge of astronomy, chronology, mathematics and architecture, but unfortunately for them they never learned that the stegomyia mosquito is responsible for the transmission of yellow fever and the anopheles for malaria.

Following the decadence of Greece, Rome made itself the world power but along with other factors the insects soon made themselves manifest. The anopheles mosquitoes throughout Italy became infected with malaria possibly through travelers from Greece who had been infected there and carried the organisms in their blood. The disease soon became epidemic in the low lands and especially in the region in and around Rome. The traders and crusaders all carried their full quota of insects and so in addition to malaria they had frequent epidemics of bubonic plague, typhus and relapsing fever with an assortment of contact and fly borne diseases and Rome was on the downward path. But as frequently happens the insects became not only their enemy but their ally as well. In 936 A. D. the Emperor Otto attacked Rome and while his initial military operations were successful, yet his army soon became infected with a severe insect borne epidemic which destroyed his military preponderance. Henry IV of Germany captured Rome in 1081 and the insects then proceeded to put his army out of business. In 1137 A. D. Lothar invaded Italy, but in a short time the malaria was too much for him and his army. In 1167 A. D. Frederick Barbarossa captured Rome after a decisive victory, but his army became infected with both malaria and bubonic plague, caused by mosquitoes and fleas respectively. The Romans rallied and destroyed the sick and what was left of the well, and Frederick was fortunate in escaping with his life.

The armies of the crusaders probably fared worst of all from the insect borne epidemics, particularly in the first, the third and the seventh or last. It was not, however, the loss of life among the members of the crusades which was so important but the fact that as they traveled along the way and returned to their homes, those who did return, they distributed the infected insects they carried with them or, infected insects already there with the diseases they carried and as a result these epidemics became general through what was then the civilized world. During the Thirty Years War, as well as many others, there was a far greater loss of life due to the transmission of disease through insects than that due to battle casualties.

In a similar manner to the countries already mentioned, may be explained the decadence of the civilizations once attained in Southern Arabia, Peru, Rhodesia, Ceylon, Java, Indo-China and India. In the Bible we find records of plagues, we find the same in Egyptian hieroglyphics, in the Assyrian and Phoenician records and in fact all history is full of such occurrences. The course of the world has been changed and altered, and changed again beyond our power to estimate by these vast plagues of disease and often a humble and despised insect has been the cause of the trouble.

IT is not many years since the interior of Africa was an unknown wilderness. Within this country was an area in which the dreaded African sleeping sickness was present. The natives did not travel far from home. The Tsetse fly, which transmits the disease, did not move far from its habitat along the water's edge, and only the wild animals which harbor the parasite moved to any extent. But along came civilization and trade channels were opened up and the natives began to move around with caravans, and the wild animals were disturbed and compelled to seek new ranges, and at the present time the infection has spread over at least one-fourth of the continent and thousands of miles have become depopulated. The percentage of fatal cases in this disease is very high if untreated or not treated early. At the present time it is dangerous to pass through the highly infected regions and a sufficiently prolonged residence generally results in infection. It is not possible to kill all of the Tsetse flies nor to destroy all of the wild and domestic animals which harbor the parasite. It is quite probable that the disease has been in the United States during the olden slave days, but there was no Tsetse fly to transmit it to animals which serve to keep it going and serve to infect other flies, which in turn infect human beings. It is to be hoped that this fly will never gain access to this continent.

I have read with great interest DeFoe's account of the great plague in London. I do not believe it is possible for us to conceive of the horrors these people underwent

and, therefore, we are perhaps not properly appreciative of the blessings which have come to us as a result of the advances which have been made in the field of preventive medicine and sanitation. In my estimation this is the outstanding achievement of the century beside which other developments are not to be compared. These facts and procedures have not evolved themselves, but are the results of the co-operation of bacteriologists, zoologists, hygienists, physicians, chemists, manufacturing chemists and others. Here in the United States and in certain parts of Europe the principles of preventive medicine have become so well established that the measures to be employed are generally known and have become incorporated into the municipal and other laws. The procedures which we consider as obvious and a matter of course are entirely unknown over a considerable portion of the earth. There are languages and dialects which have in them no words corresponding to disinfectant, insecticide, antiseptic, etc.

IT was a difficult matter to establish the proper sanitary measures in Cuba, Panama and the Philippines and secure their general observance. It has been a matter of years to train these peoples and even now they are prone to relax their care and ignore the fundamental rules which are instituted for their own good. It, therefore, requires constant watching and pressure upon our part to maintain hygienic conditions and prevent, so far as it is possible, the needless presence of easily preventable diseases.

Some years ago a small epidemic of cholera started in one of the Philippine villages. Word was sent out to establish a quarantine. When the health officers arrived the local health officer was requested to detail the measures which had been taken. He said he had established a quarantine and took them down to the bank of the river where he proudly showed them an American flag floating from a newly erected flagpole, which was his idea of a quarantine. He failed to grasp the idea of what was being attempted and that is the point of this tale.

The proof of the intelligence of a race is their ability to raise themselves above and protect themselves from adverse environment. The Nordics have shown themselves able to do this and were the first to gain a substantial victory in the continual fight against insects and this is, I believe, one of the important manifestations of their superiority. The average expectancy of male life in the United States is about 50.6 years and in Sweden is about 50.9. In India it is about 23 years and it would be less if the population were greater or the birth rate were higher. The combination of insects, ignorance and insanitation is the explanation. As an indication of what can be accomplished, the African Gold Coast annual death rate from 1881 to 1897 was 75.8 per thousand. In 1911 it had been reduced to 13.9 per thousand and the reduction was practically all in insect borne diseases.

The length of Major Reasoner's paper before the recent meeting of the Insecticide and Disinfectant Manufacturers Association prevents it from being extracted satisfactorily and lack of space will not permit it being published in full in this issue. The second half will appear in the March issue of SOAP.—*The Editors.*

Ponder on Creosote Oil

(Continued from page 46)

tillate increases throughout. Special cuts, if taken, may be stored separately and set aside for blending later.

While we have stated that the three processes of washing, removal of naphthalene, and redistillation are essential, we have not yet indicated the order in which they should be done. There is little doubt in the mind of the writer but that washing should be done first. Good results can be obtained by washing last, but it has the disadvantage of darkening the oil considerably, and in consequence the finished product is apt to give a rather poor colored emulsion. Furthermore, it is often a matter of difficulty to get a clear separation between the alkali and the oil, and it is next to impossible to reduce the water content of the washed oil much below 1 per cent.

Owing to the length of Mr. Ponder's fine paper, lack of space prevents it being reproduced in full. It has been extracted as fully as available space would permit with a view to covering the more salient features.—The Editors.

Olive Oil Foots

Prime Green Italian

Prime Green Spanish

YELLOW OLIVE OIL

(*Maximum F. F. A., 5%*)

THE SUPERFOS COMPANY

25 Spruce Street, New York City

Representing actual producers

Vegetable Oils

Animal Fats

Chemicals

Welch, Holme & Clark Company

563 GREENWICH STREET NEW YORK CITY

Market Report on

TALLOW, GREASES AND OILS

(As of February 8, 1926)

Lack of interest on the part of consumers, coupled in some instances with piling up of stocks, has weakened practically the entire list of fats and oils. Palm oil, coconut oil and tallow have been the principal losers with other oils following in varying amounts. It is not believed that this weakness will develop into a steady decline, since the early weeks of the year usually see similar situations, with buyers holding off as long as possible. An early rearrangement is looked for since consumers cannot stay out of the market indefinitely. One or two of the items are down to what sellers apparently believe is rock bottom. Inquiry is reported good in most quarters but when it comes to the actual sale it has been hard to close. Such sales as have been made have usually been for small and unimportant quantities.

Coconut Oil

Continued lack of interest on the part of consumers has forced prices to considerably lower levels. Backing up of supplies on the coast has also helped to force quotations downward. Sales of Manila oil, on the coast, were reported made as low as 9¼c., but sellers are generally asking 9½c. Late bids of 9⅜c. did not draw out holders of oil. In New York it has been possible to get oil at 10c. although offerings at this figure have been quite limited. Since the first of the year there has been considerably more talk than actual selling. Ceylon grades are commanding from ⅛c. to ¼c. higher prices than Manila.

Cottonseed Oil

Publication of the regular monthly Census Bureau report, late in January, caused slight upward revisions in prices but continued lack of demand brought quotations back to their former position at the start of the second week in February. Spot P. S. Y. averaged around 11.00 with sales noted down to 10.80. Crude, for immediate shipment from the Southeast, was sold down to 9½c. Offerings have not been heavy, the lower prices prevailing at the close of the period being generally reflections of the market for other oils and fats.

Olive Oil Foots

Prices are holding well on an unchanged basis with interest from consumers light. Spot foots have been offered down to 8⅝c., but it is stated that these sales were of distressed lots. Even lower prices were made in some quarters on under quality goods. The general spot market for standard oil is inside at 8¾c. New crop Italian oil is offered for shipment at 9¼c. to 9⅜c. with Spanish for shipment at 8½c. to 9c.

Olive Oil

Commercial oil is recovering ground after a break of 7c. a gallon and at this writing is back to 1.20c. per gallon for spot carlots. Shipment prices are 2c. under this figure. Small lots on spot are named at between $1.25 to $1.30, according to quantity and seller.

Palm Oil

Weakness in the primary markets, coupled with slack demand from the consuming trade, have forced palm oil to considerably lower levels. Some sales of Niger for shipment have been recorded at an inside of 7¾c., but factors in the New York market doubt that this can be duplicated at this time. Shipment prices are generally quoted at from 7⅞c. to 8c. Spot oil commands a quarter cent premium. Lagos is named from 8⅜c. to 8½c. for shipment, according to quantity and shipping date. Spot Lagos is selling between 8⅝c. and 8¾c. It is interesting to note that importations of palm oil in 1925 exceeded those of any other year, reaching a total of 61,700 tons.

Palm Kernel Oil

Easier prices prevail on this item with spot oil available at 9½c. to 9¾c. in casks. Shipment prices are inside at 9⅜c. Bulk oil is quoted down to 9c. for shipment. These lower prices reflect general conditions in the fat and oil markets rather than anything specific in palm kernel oil.

Greases

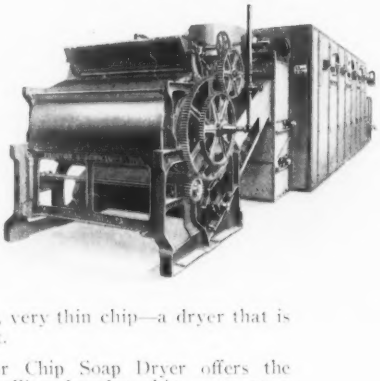
Buyers continue rather inactive and the accumulation of stocks has had a further depressing effect on the market. In the New York market house grease can be had at 8½c. to 8¾c., according to quantity. White is quoted from 9c. upwards and yellow goods are held from 8½c. to 8¾c. In Chicago slightly lower quotations are being made.

PALM OIL

ALL IMPORTATIONS direct from our own produce factories in the Oil Palm Districts of West Africa

AFRICAN & EASTERN TRADING CO., Inc.
26 BEAVER STREET **NEW YORK CITY**

New dryer for thin chip soap!



Chilling rolls that produce the popular, very thin chip—a dryer that is radically new and improved throughout.

This combination in the new Proctor Chip Soap Dryer offers the opportunity of producing the fastest-selling laundry chip soap, at a new high rate of efficiency and a degree of operating economy never before achieved. The outstanding economies are savings in floor space, steam and power.

The sizes and capacities of the machines being built appeal alike to large and small manufacturers. Write and let us acquaint you with the new features of design and their proven advantages.

PROCTOR & SCHWARTZ, INC.
PHILADELPHIA, PA.

FISH OILS

No changes have been noted in this market, prices being in substantially the same position as at the close of 1925. Buyers are not interested in large quantities of oil and are not anticipating their requirements in many instances. Cod oil is inside at 65c. a gallon, light pressed menhaden can be had at 70c. and whale oil is offered between 78c. and 80c. Production of menhaden for the season almost doubled the previous season's output.

PEANUT OIL

Nominal prices of 10c., f. o. b. mills in tank cars, are still quoted for crude oil, with little activity noted in any direction.

SOYA BEAN OIL

Weakness in related products has not affected this market appreciably, excepting in lessening inquiry, and prices are steady at 10⅜c. inside, for shipment from the coast. Importations of over 19,000,000 pounds of oil in 1925 more than doubled the 1924 total.

STEARIC ACID

Fair demand at unchanged prices is reported. Double pressed acid is selling at 15¾c. inside, with triple pressed from 18c. to 18½c.

TALLOW

Consumers' interest has not shown any tendency to liven up, since the first of the year, and further activity on the part of South American producers has caused prices to fall to lower levels. The latest quotations were 9⅜c. at the mills and 9½c. spot. It is reported that Argentine goods are being offered under these figures. The fact that two large shipments of Argentine tallow are close by is aiding in weakening the market.

Roessler & Hasslacher Chemical Co., New York, has followed the theme of its trade magazine advertising in calendars for 1926, which were recently mailed to the trade. The headquarters of Generals Washington, Pershing, Lee and Meade are pictured on the calendar.

Palmetic acid should be assessed at 25 per cent ad valorem, as a chemical compound, instead of at 1½c. per pound, according to a protest filed with the Customs Service. No decision has as yet been rendered.

Exports of shoe polishes from the United States during December, 1925, amounted to 360,304 pounds, valued at $122,301. Metal polishes exported during the same month were 202,402 pounds, valued at $27,287.

Oil Men to Elect on March 9

The nominating committee of the Oil Trades Association of New York, of which John M. Murray is chairman, has sent out the following nominations to be voted on at the annual meeting March 9: For president, Joseph N. Pigot; vice-president, H. Mart Smith; secretary, Joseph C. Smith, and treasurer, Philip C. Meon. Besides the officers, others nominated for the board of directors are: George Baum, A. J. Squier, T. J. Skidmore, R. E. E. Hood, F. W. McKee, J. H. Redding and A. A. Hoffman.

Vegetable Oil Imports Increase

Imports of vegetable oils in November, 1925, showed substantial increases over the amounts imported during the same month in 1924. The figures for November, 1925, as against November, 1924, were as follows: Denatured olive oil, 806,084 lbs., valued at $97,555; against 295,412 lbs., valued at $38,163. Olive oil foots 4,171,186 lbs., valued at $343,850, against 1,035,415 lbs., valued at $98,194. Palm oil 16,705,594 lbs., valued at $1,370,238, against 10,974,751 lbs., valued at $820,660. Palm kernel oil 5,735,940 lbs., valued at $533,382, against 1,197,296 lbs., valued at $101,668. Peanut oil 281,005 lbs., valued at $39,295, against 377,577 lbs., valued at $46,311. Coconut oil 21,991,871 lbs., valued at $1,966,105, against 30,822,588 lbs., valued at $2,559,032.

The copra market in Manila, according to advices dated January 29, was reported dull, all factors withdrawing on account price decline in American and London oil markets. Provincial price resecado delivered Manila 14½ to 15 pesos per picul, but few transactions. Production is small and decreasing further on account of price decline.

The palm oil imports of the United States advanced sharply to 105,746,781 pounds valued at $8,329,849 for the ten months of 1925 ending with October. This compares with 76,534,041 pounds valued at $5,102,842 for the same period in 1924.

Exports of washing powders and fluids, in November, 1925, reached 311,755 pounds, with a value of $21,773. Canada took almost half of this, receiving 128,828 pounds, valued at $11,557.

MYSORE GOVERNMENT

East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore ❧ S. India

Distillers of Essential Oils and Manufacturers of Perfumery Products

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

For your own protection, insist on Original Cans and Cases

PACKED IN 100-LB. CASES—EACH CASE
CONTAINS 4 25-LB. TINS
SUPPLIED THROUGH YOUR JOBBER

COX, ASPDEN & FLETCHER

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26 CORTLANDT STREET ❧ NEW YORK CITY

Phone—Rector 4586 Cable Address—Coxaspden, N. Y.

Market Report on

ESSENTIAL OILS AND AROMATICS

(As of February 8, 1926)

Although price revision in essential oils during the month were mixed, with a number of prominent declines, the underlying position of this market continues firm. The volume of business remains large based on demands from consuming industries. Heavy buying of geranium, especially by several large soap houses, was a notable feature in the market. Peppermint prices dropped sharply during the month and then recovered on reports of a large single purchase aggregating 25,000 pounds. Lavender was quiet and dull. The spectacular rise in Lemon was the outstanding development of the month.

Oil Anise

The position remained quiet and easy throughout the period with little or no change in prices. Technical oil continued to be offered in plentiful supply at 65c. lb. up as to seller. U. S. P. was held at 68c. to 70c. lb. spot N. Y.

Oil Bergamot

The sharp advance in lemon oil had little or no effect on bergamot and prices remained stationery during the month. Import cost was held at about the same level as spot and replacements did not cost enough more to force prices up. Spot goods, standard brands, sold $5.50 lb. up.

Oil Cassia

Weakened and was offered at lower prices late in January. Spot U. S. P. oil sold under $3.00 lb. Technical oil was correspondingly lower, but little or nothing was offered on the open market here.

Oil Cedar

Leaf oil showed firm prices with a wide quality range. Spot goods were offered as low as 80c., but better qualities were inside at 90c. and ranged to $1.00 lb. Cedarwood oil, good quality, sold from 56c. up.

Oil Citronella

After showing a marked strengthening last month, Ceylon citronella softened early in February on small demand and prices slipped back slightly. At the close, spot drums, good oil, were held at 50c. lb. inside. Java oil also showed a disposition toward easiness and prices ranged slightly lower from 86c. all the way to $1.00 as to seller.

Oil Geranium

Several large lots of Bourbon oil were taken out of the spot market and still heavier sales for shipment were reported. One or two of the largest soapers are reported buying heavily in geranium, apparently enough to cover them for several years. Present prices which approximate $3.00 lb. for spot goods are considered attractive in the essential oil trade here.

Oil Lavender

Stocks are larger and offered more freely, but prices show little recession. Demand has been quiet. Spot, good quality, flower oil is held at $4.75 lb. up as to quality. Spike is $1.00 to $1.25 lb. as to quality.

Oil Lemon

On spot shortage, lemon jumped from $2.10 up to $3.25 during the month, selling higher than the $3.00 orange market. Expected to be temporary, although a full recession may take some months.

Oil Peppermint

Tooth paste makers saw the market drop sharply to $22.00 spot and then recover on a reported 25,000-lb. purchase. Still strongly held and well controlled in Mid-West. Jap mint oil, spot, fractionated, offered $12.00. Reported being used heavily in combination with synthetic menthol ($5.75) in tooth soaps, etc., with good results.

Oil Rosemary

Quiet and dull with prices unchanged during the period at decline noted last month to 33c. to 35c. for technical and 45c. to 50c. lb. for refined goods.

Oil Sandalwood

Firm and unchanged at $7.10 lb. spot for Mysore Government oil in original packages. Australian sandalwood $5.00 unchanged. Amyris $2.00.

Oil Sassafras

Demand for the artificial continues active, but prices are still held at low levels by competition. Drums 28c. to 30c. lb.

Terpineol

Prices are still under pressure of competition between makers. Generally quoted at 29c. lb. for pure in drums. Demand is good and consumption reported on the up-grade.

Private Label Soaps--

ARE you equipped to manufacture toilet soaps, auto soaps, liquid soaps, shampoo bases, etc., for manufacturers or jobbers to sell under their own brand?

HUNDREDS of firms reading SOAP every month are interested in buying special soaps, etc., to be sold along with products of their own manufacture.

WHAT can you offer? You can find your market through the advertising pages of

SOAP

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Every Soapmaker *Every Month*

United States, Canada, Cuba, Mexico, South America

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(As of February 8, 1926)

Some reported heavy business in several of the chemicals of interest to the soap and disinfectant industries, was noted early this month. Heavy demand for caustic potash was noted during the period. Cresylic acid prices rose sharply late in January on big demand, reputed to be the heaviest in two years. Movement of alkalies was active and any surplus is reported to have been taken care of by additional contracts. Makers of trisodium phosphate remain well sold ahead. Lower grade rosins eased a trifle, but the higher grades showed no change during the period. The glycerin position softened on a reduction in demand. Ammonia water took on a firmer aspect as makers strengthened their position with heavy sales.

Acid Cresylic

What has been termed the heaviest buying of cresylic acid, both spot and for later delivery, within the past two years, took place during the month. Prices jumped in response to the demand. Pale, 97-99% sold spot from 66c. all the way to 75c. gal. as to seller. Dark, 95%, commanded 62c. to 66c. gal. Creosote oil was held at 14c. to 15c. gal. works. Tar acid oil, 25%, was 30c up.

Alkalies

Demand on contract has been heavy. One or two new contracts reported signed are expected to account for a large additional movement of caustic in 1926. One maker of by-product caustic reported sold-up and taking all he could get from two other makers. Movement to soap workers reported large. Ash demand remains active.

Ammonia Water

The pronounced weakness in ammonia water disappeared with a strengthening in the anhydrous ammonia market and prices have become firm with demand active at the market. Makers 26 deg. drums quote from 3½c. up to 5c. lb. as to quantity.

Cresol

Stocks are still very scarce although the American maker quotes 18c. to 20c. lb. unchanged. Shipment from England commands five to six cents over this level.

Menthol

Demand for menthol and synthetic menthol to fortify peppermint in dentifrices is said to be heavy. Menthol, however, continues easy at $6.00 lb. spot. Synthetic is commanding $5.75 lb.

Glycerin

Lack of demand has been the chief cause of softening the market for crudes and dynamite during the period. Dynamite was reported sold last week at 24c. lb. drums, extra, which was a cent lower than previous. Lye closed at 14¾c. to 15c. lb. with saponification at 16½c. to 17c. both down from last month. C. P. remains firm and unchanged at 25c. but demand is smaller. Offerings are not large, and an expansion of demand might mean a turn upwards.

Rosins

A stationery market for the most part was noted during the month. In the lower grades, B to H, prices dropped off over the period from 25c. to 50c. per bbl. B was named at 14.00 to H at 15.00. Grades K to N showed no change, the range closing at $15.75 to $16.25. WG was unchanged at $16.40 with Ww slightly higher at $16.70. Receipts for the first part of this month at Savanah and Jacksonville were reported small, with shipments normal, resulting in a decrease in stocks there at the close. A Savannah, WG closed at $15.00; at Jacksonville, $14.90.

Trisodium Phosphate

Firm position is unchanged with demand active and production taken care of for some time to come. Barrels from makers held at 5c. lb. unchanged. Makers indicate that they have a greater inquiry than they can supply at the present time.

Pine Oil

Demand has been steady, but supplies are reported large. Prices hold firm, however, and sales are being made at 6c. gal. up from works.

Beeswax

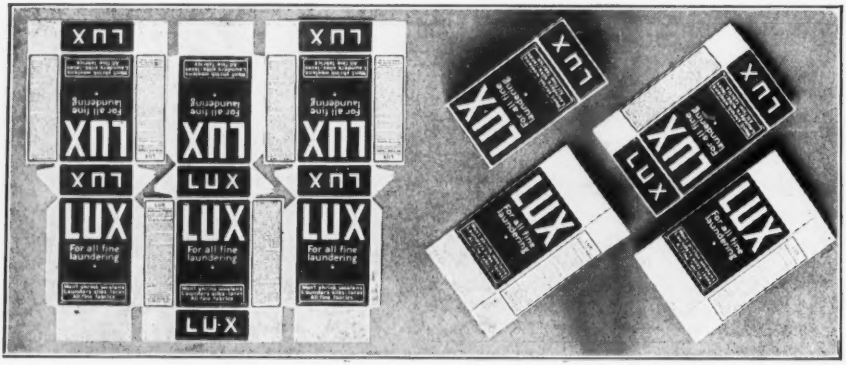
Higher shipment prices for wax brought out some higher spot figures at the close with African up to 42 and 43c. per pound. Pure white wax was quoted at 62c. up with yellow refined firm at 46c. to 48c. lb.

Caustic Potash

Heavy demand was noted throughout the period. Active buying by soapers was indicated. Prices were firm and unchanged at 7¼c. spot New York for imported or domestic.

Knowing the Difference—in Cost

of materials and labor processes has been part of "National" service for many years.



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flat sheets and knock-down cartons and can therefore advise you without bias.

We also manufacture both **lining** and **wrapping** machines as well as both **net** and **gross** weighers of **thirty** (30) and **sixty** (60) per minute capacities. *Send samples for prompt quotations.*

NATIONAL PACKAGING MACHINERY CO.
192 Green St., Jamaica Plain, Boston, Mass.

THE NEWPORT PRODUCTS

for soap makers

TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with High Boiling Points and Better Dissolving Properties

for oils, waxes, greases and fats than the solvents commonly used—therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.

NEWPORT TRADE MARK

The Newport Chemical Works, Inc.

Passaic, New Jersey

Branch Offices and Warehouses:

Boston, Mass. Providence, R.I. Philadelphia, Pa. Chicago, Ill. Greensboro, N.C.

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid Boric, bbls.	lb.	.09½	.10
Cresylic, 95%, dk., drums	gal.	.62	.65
97-99%, pale, drums	gal.	.66	.70
Formic, 85%, tech.	lb.	.10½	.11
Oxalic, bbls.	lb.	.11	.13
Salicylic, tech.	lb.	.35	.40
Sulfurous, 6% chys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.15	.23
Anhydrous, bbls.	lb.	.19	.25
Alcohol, Ethyl U. S. P., bbls.	gal.	5.00	5.25
Complete Denat., No. 5, drums ext	gal.	.38	.40
Ammonia Water, 26 deg. drums wks	lb.	.04½	.06
18 deg. drums wks.	lb.	.03½	.04
Ammonium Carbonate, tech., bbls.	lb.	.12	.14
Bay Rum, Porto Rico, denat., bbls	gal.	.85	.95
St. Thomas, bbls.	gal.	.90	1.00
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Bleaching Powder, drums	100 lb.	2.40	3.00
Bone Black, bbls.	lb.	.06	.07
Borax, pd. cryst, bbls., kgs.	lb.	.05½	.06
Carbon Bisulphide, drums	lb.	.06½	.07
Caustic, see Soda Caustic, Potash Caustic.			
China Clay, filler	ton	15.00	25.00
Creosote, U. S. P., carbys	lb.	.45	.50
Cresol, U. S. P., carbys.	lb.	.18	.20
Creosote Oil, drums	gal.	.35	.40
Diethyl Phthalate, drums	lb.	.36	.40
Epsom Salt, tech.	100 lb.	2.00	2.25
U. S. P., bbls.	100 lb.	2.50	3.00
Formaldehyde, bbls.	lb.	.09½	.10
Fullers Earth, bags	ton	25.00	35.00
Glycerin, C. P., drums	lb.	.25	.26
Dynamite, drums	lb.	.23	.24
Saponification, tanks	lb.	.16½	.17
Soap Lye, tanks	lb.	.15	.15½
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl. jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae.			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol, cases	lb.	6.00	6.50
Synthetic	lb.	5.75	6.00
Mercury Bichloride, kegs	lb.	1.20	1.30
Iodide, boxes	lb.	4.20	4.30
Oxide, boxes	lb.	2.00	2.10
Ammoniated (White Pet.)	lb.	1.64	1.70
Naphthalene, ref. flake, bbls.	lb.	.06½	.08
Nitrobenzene (Myrbane), drums	lb.	.10	.11
Paraffin, cases, slabs	lb.	.07½	.10
Paradichlorobenzene, bbls.	lb.	.22	.24
Paraformaldyhyde, cases	lb.	.45	.50
Petrolatum, bbls. (as to color)	lb.	.03	.13
Phenol (Carbolic Acid), drums	lb.	.23	.25
Pine Oil, bbls.	gal.	.66	.75
Potash, Caustic, drums	lb.	.07¼	.08
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (600 lb. bbls, gross for net)			
Grade B to H, basis 280 lb. bbl	bbl.	14.00	15.00
Grade K to N	bbl.	15.75	16.25
Grade WG and WW	bbl.	16.40	16.70
Rotten Stone, powd. bbls.	lb.	.02½	.05
Silica, Ref. floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls. up, local	100 lb.	2.29	2.50
Soda Caustic, Contract, wks. sld	100 lb.	3.10	3.30
Five drums up, solid, local	100 lb.	3.76	3.90
Five drums up, grnd. flk.	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Hydrosulphite, bbls.	lb.	.24	.28
Sodium Phosphate, bbls.	lb.	.05	.06
(Trisodium phosphate)			
Sodium Silicate, 40 deg., drums	100 lb.	.80	1.25
Drums, 60 deg., wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			

Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	.14¼	.14½
No. 3, bbls.	lb.	.13¼	.13½
Blown, bbls.	lb.	....	.16
Coconut, Ceylon, bbls., N. Y.	lb.	.11	.11½
Tanks, N. Y.	lb.	.13⅜	.13¼
Cochin, bbls., N. Y.	lb.	....	....
Tanks, N. Y.	lb.	....	....
Manila, bbls., N. Y.	lb.	.10¼	.10½
Tanks, Pacific Coast	lb.	.09½	.10
Edible, bbls., N. Y.	lb.	.14	.15
Cod Newfoundland, bbls.	gal.	.65	.67
Tanks, N. Y.	gal.	.63	.65
Copra, bags	lb.	.05⅜	.06
Corn, ref., bbls., N. Y.	lb.	.13	.13½
Crude, tanks mills	lb.		.10⅞
Bbls., N. Y.	lb.	.12	.12
Cottonseed, crude, tanks mill	lb.	.09	.09½
PSY, bbls., N. Y.	lb.	.11	.11½
Degras, Amer., Bbls., N. Y.	lb.	.04¼	.04½
English, light, bbls., N. Y.	lb.	.05¼	.05½
Brown, bbls., N. Y.	lb.	.05	.05½
Light brown, bbls., N. Y.	lb.	.04½	.04¾
Dark, bbls., N. Y.	lb.	.03½	.04
Neutral, bbls., N. Y.	lb.	.07½	.10
Moellon, bbls., N. Y.	gal.		.50
Greases, choice white, bbls., N. Y.	lb.	.13	.13½
Yellow	lb.	.08½	.09
Brown	lb.		.08¼
House	lb.	.08½	.08½
Bone naphtha	lb.		.08
Lard, prime steam, bbls.	lb.	.15	.16
Compounds, bbls.	lb.	.12¼	.13
Lard Oil, edible prime	lb.		.18
Off prime, bbls.	lb.		.15
Extra, bbls.	lb.		.14¼
Extra, No. 1, bbls.	lb.		.14½
No. 1, bbls.	lb.	....	.13¼
No. 2, bbls.	lb.		.12¼
Linseed, raw, bbls., spot	lb.	.11¼	.11½
Tanks, raw	lb.	.10½	.10¾
Boiled, 5 bbl. lots	lb.	.12¼	.12½
Menhaden, crude, bbls., works	gal.		.55
Crude, tanks, Balt.	gal.		.53
Light pressed bbls.	gal.	.70	.72
Yellow, bleached, bbls.	gal.	.73	.75
Extra bleached, bbls.	gal.	.76	.77
Oleo Oil, No. 1, bbls., N. Y	lb.		.13
No. 2, bbls., N. Y	lb.		.12
No. 3, bbls., N. Y	lb.	....	.12
Olive, denatured, bbls., N. Y	gal.	1.20	1.25
Edible, bbls., N. Y.	gal.	2.00	2.30
Foots, bbls., N. Y.	lb.	.08¼	.09
Shipments	lb.	.08½	.09
Palm Lagos, casks	lb.	.08⅝	.08¾
Niger, casks	lb.	.08⅛	.08½
Palm Kernel, bbl., N. Y.	lb.	.09½	.10
Peanut, refined, bbls., N. Y.	lb.	.15	.16
Crude, bbls., N. Y.	lb.		.10
Red Oil, distilled, bbls.	lb.	.10¾	.10¾
Saponified, bbls.	lb.	.10¾	.10¾
Tanks	lb.	.10	.10½
Sod Oil, bbls., N. Y.	gal.		.40
Soya Bean, crude, tks., Pacific Coast	lb.	.10⅜	.10⅜
Crude, tanks, N. Y.	lb.		.13
Crude, bbls., N. Y.	lb.		.12½
Refined, bbls., N. Y.	lb.	....	.14
Stearic Acid, s. p. 200 lb. bags	lb.		.15½
Double pressed	lb.	.15¾	.16¼
Triple pressed, bgs.	lb.	.18	.18¾
Stearine oleo, bbls.	lb.	.15	.15½
Tallow, edible tierces	lb.	.11	.11½
City, extra loose	lb.	.09½	.10
Tallow oils, acidless, tanks, N. Y	lb.		.11¼
Bbls., c/l, N. Y.	lb.		.12¾
Whale, nat. winter, bbls., N. Y	gal.		.78
Blchd., winter, bbls., N. Y	gal.		.80
Extra blchd., bbls., N. Y	gal.	....	.82

Coloromes for Bath Salts!

BATH SALTS can now be made with two ingredients—THE PLAIN BATH CRYSTAL and a COLOROME. Only one operation is necessary—mix one pound of salt with one-quarter to one-half ounce of a COLOROME (depending upon the size of the crystal) allow it to dry for a few hours and a perfect product is ready for packing.

Bath Salts, made with COLOROMES, will not fade when exposed to light, will not stain bath tubs and will stand up in any kind of salt, neutral or alkaline.

A COLOROME is a highly concentrated solution of a Felco Perfume Oil, specially compounded for the purpose, of an appropriate dye and a harmless solvent, which is odorless, non-toxic, non-irritating and which evaporates quickly.

You can buy COLOROMES in almost any combination of shades and odors. Ask us for our complete list. We can save you time, trouble and money.

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FELTON CHEMICAL COMPANY, INC.

Manufacturers of Aromatic Chemicals and Synthetic Flower Oils

61-65 TAAFFE PLACE BROOKLYN, N. Y.

BENZOPHENONE

The aromatic which makes the added perfume carry further in soap products

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Western Representative:
Wm. A. Susanka,
143 West Kinzie Street,
Chicago.

CURRENT PRICE QUOTATIONS

(Continued)

Essential Oils

Almond, Bitter, U. S. P.	lb.	3.00	3.50
Bitter ff, P. A.	lb.	3.25	3.75
Sweet, cans	lb.	.95	1.00
Apricot, Kernel, cans	lb.	.60	.70
Anise, Tech., case	lb.	.65	.68
U. S. P., cans	lb.	.69	.92
Australian Sandalwood	lb.	5.00	5.50
Bay, tins	lb.	2.15	2.25
Bergamot, coppers	lb.	5.50	6.00
Artificial, cans	lb.	2.00	2.20
Birch Tar, rect., bot.	lb.	.50	.60
Crude, tins	lb.	.20	.25
Bois de Rose, tins	lb.	3.20	3.50
Cade, cans	lb.	.28	.30
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.75	4.00
Camphor, Sassy, drums	lb.		.14½
White, drums	lb.	.11½	.12
Cananga, native, tins	lb.	2.75	3.00
Rectified, tins	lb.	3.25	3.50
Cassia, 80-85%	lb.	2.70	3.00
Redistilled, U. S. P., cans	lb.	3.00	3.25
Cedar Leaf, tins	lb.	.85	1.00
Cedar Wood, light, drums	lb.	.55	.60
Citronella, Ceylon, drums	lb.	.50	.55
Java, drums	lb.	.90	1.00
Cloves, U. S. P., cans	lb.	1.90	2.10
Copaiba	lb.	.48	.50
Erigeron, 20 lb. tins	lb.	6.50	7.00
Eucalyptus, Austl., U. S. P. cans	lb.	.55	.58
Fennel, U. S. P., tins	lb.	.85	.90
Geranium, African, cans	lb.	4.00	5.00
Bourbon, tins	lb.	3.00	3.50
Hemlock, tins	lb.	.90	.95
Lavender, U. S. P., tins	lb.	4.75	5.00
Spike, Spanish, cans	lb.	1.00	1.30
Lemon, Ital., U. S. P.	lb.	3.25	3.50
Lemongrass, native cans	lb.	1.10	1.25
Linaloe, Mex., cases	lb.	3.00	3.25
Neroli, Bigarde, ½ & 1 lb. bot.	lb.	75.00	100.00
Petale, 1 lb. bot.	lb.	100.00	125.00
Artificial, 1 lb. bot.	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.90	2.00
Orange, bitter, tins	lb.	2.70	2.75
Sweet W. Ind., tins	lb.	2.60	2.75
Italian, cop.	lb.	3.00	3.25
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	5.50	6.00
Pennyroyal, dom.	lb.	2.50	2.75
Imported	lb.	2.40	2.60
Peppermint, nat. cases	lb.	23.00	25.00
Redis, U. S. P., cases	lb.	26.00	27.00
Petit Grain, S. A., tins	lb.	2.25	2.35
Pinus Sylvestris	lb.	.85	1.25
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.00	9.50
Bulgarian	oz.	9.50	11.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.45	.55
Tech., lb. tins	lb.	.33	.38
Sandalwood, E. Ind. U. S. P.	lb.	7.10	7.25
W. Indian (Amayris)	lb.	2.00	2.25
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.28	.30
Spearmint, U. S. P.	lb.	10.50	11.00
Spruce	lb.	.90	.95
Thyme, red, U. S. P.	lb.	.85	.90
White, U. S. P.	lb.	.95	1.00
Tech.	lb.	.65	.70
Vetivert, Bourbon	lb.	17.00	18.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	7.00	8.00

Aromatic Chemicals

ISOLATES

Anethol	lb.	1.00	1.25
Citral	lb.	2.75	3.00
Citronellal		2.50	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.		2.75	3.00
Geraniol, Domestic	lb.	2.25	3.50
Imported	lb.	2.50	3.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	6.00	6.25
Rhodinol	lb.	16.00	20.00
Safrol	lb.	.31	.32
Thymol, U. S. P.	lb.	4.10	4.25

SYNTHETICS

Acetophenone, C. P.	lb.	3.50	3.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.45	1.50
Benzoate	lb.	1.35	1.40
Citronellol	lb.	7.50	9.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.25	3.30
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.85	2.00
Hydroxycitronellal	lb.	12.00	14.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	10.00	11.00
Linalyl Acetate	lb.	8.00	9.50
Menthol	lb.	5.75	6.00
Methyl Acetophenone	lb.	3.75	4.00
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.42	.48
Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	10.00	10.50
Ketone	lb.	11.50	12.00
Xylene	lb.	3.25	3.50
Phenylacetaldehyde	lb.	8.00	8.50
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot	lb.	6.00	7.00
Terpinyl Acetate, 25 lb. cans	lb.	1.25	1.35
Terpeneol, CP, 1,000 lb. drs.	lb.	.29	.31
Cans	lb.	.30	.32
Thymol	lb.	4.00	4.25
Vanillin, U. S. P.	oz.	.49	.50

Miscellaneous

Gums—			
Arabic, Amb. Sts.	lb.	.13	.14
White powdered	lb.	.21	.25
Karaya	lb.	.10	.15
Tragacanth, Aleppo, No. 1	lb.	1.70	1.80
Sorts	lb.	.60	.75
Turkish, No. 1	lb.	1.20	1.30
Waxes—			
Bayberry, bgs.	lb.	.22	.23
Bees, white	lb.	.65	.70
African, bgs.	lb.	.42	.45
Refined, yel.	lb.	.48	.50
Candelilla, bgs.	lb.	.34	.36
Carnauba, No. 1	lb.	.48	.50
No. 2, Yel.	lb.	.45	.47
No. 3, Chalky	lb.	.36	.38
Japan, cases	lb.	.18	.21
Paraffin, ref. 125-130	lb.	.06¾	.07
Pine Oil, stm. dist.	gal.	.65	.70
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.33	.35

Caustic Potash

CONSOLIDIRTE ALKALIWERKE, WESTEREGELN

90/92%

Electrolytic

Fused — Broken — Flakes — Powder

All Caustic Potash manufactured by Consolidirte Alkaliwerke is guaranteed to contain a minimum of 90% actual KOH.

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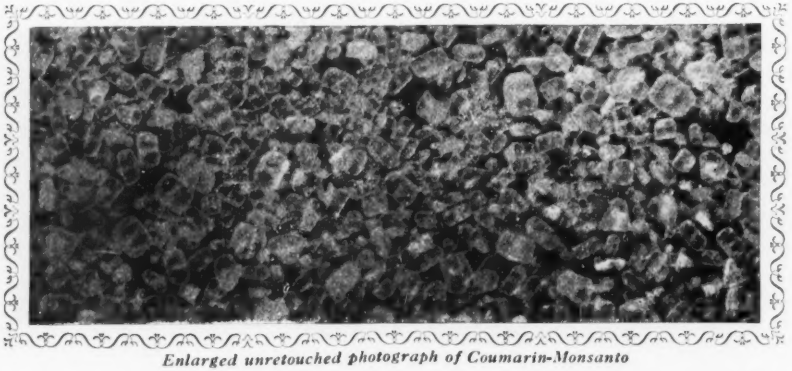
THE SUPERFOS COMPANY

25 Spruce Street New York City

COUMARIN CRYSTALS



Enlarged unretouched photograph of Coumarin-Monsanto

A clean-cut uniform crystallization is characteristic of purity.

The ***absolute*** purity of Coumarin-Monsanto,—the uniformity in shape which is characteristic of the crystals—is depicted above. When used with Vanillin-Monsanto for compound or synthetic flavors, or in soaps and perfumes, it amplifies the more delicate odors and gives them a desirable permanency.

Coumarin-Monsanto has only the aroma and flavor of ***Coumarin,***—nothing is added. Only those attributes desired are contained in the Monsanto product.

We shall be pleased to send you upon request a sample of Coumarin-Monsanto, so that you may inspect it, try it, and compare it.

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ST. LOUIS, U.S.A.
New York Chicago

Also Manufacturers of
Vanillin-Monsanto
Saccharin-Monsanto
Methyl Salicylate

Incorporations and Changes

Fred J. Whitlow & Co., Ltd., Toronto, has incorporated for $60,000, to manufacture toilet soap. The incorporators were Joseph M. Bullen, Harold L. Steele and Norman R. Robertson.

Flash Products, Ltd., Toronto, Can., has incorporated for $40,000. The incorporators were Harry A. Newman, Louis D. Jones and Ivan C. Harries. The company manufactures cleaning materials.

Slick-Shine Co., Newark, N. J., has incorporated for $50,000 preferred stock and 500 shares of no par common stock to make polishes. Incorporated by Alfred Platou, Emil J. Driesen, both of Newark, and William M. Driesen, Clifton, N. J.

Superior Chemical & Manufacturing Co., Pittsburgh, Pa., has incorporated with capital stock not given to deal in non-freezene. Incorporated by Charles C. Briggs.

The 2-in-1, Shinola-Bixby Corp., Jersey City, N. J., has been incorporated for $20,000 to manufacture shoe polishes. Incorporated by Alfred Jaretzku, Jr., Loring W. Post, S. Pearce Browning, Jr.

Clarkson Chemical & Supply Co., Williamsport, Pa., manufacturers of soaps, oils, polishes, has been issued a certificate of incorporation for $50,000.

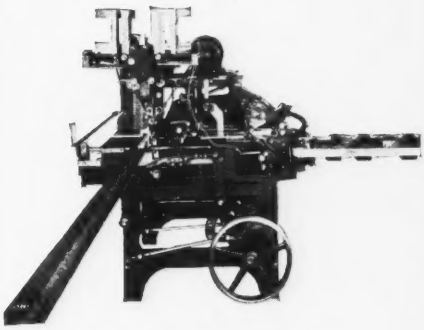
National Association Institute of Dyeing and Cleaning has been incorporated at Wilmington, Del., by the Corporation Service Co. The company is capitalized for $151,000.

Hale Laboratories, New York, have been incorporated for $200,000, to manufacture cleaning preparations. The attorneys were Holm, Whitlock & Searff, 222 Fulton St., New York.

International Salt Co. reports a total income of $102,628, after deducting all expenses, for the last three months of 1925 as compared with a net income of $125,541 for the last quarter of 1924.

Walgreen Co., Chicago, has purchased eleven drug stores in Minneapolis and St. Paul, bringing the total number of stores operated by the company to eighty-four.

Something New!



Operating Speed
100 *to* 175 *per minute*

SOAPMAKERS will be especially interested in this new F&H wrapping machine. It has been designed particularly for wrapping soap and will find its largest use in the wrapping of Toilet Soaps and Guest Cakes. The best features of our other machines have been incorporated in this new one.

Soap can be fed direct from the press to the belt feed conveyor. The wrapped pieces are discharged in a manner to hold the end folds securely in place until the gum sets.

The wrapping is easily visible and any defects can be quickly detected and remedied.

Our Representative Will Gladly Explain The New Machine Fully on Request

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Synonymous with American Synthetic ISERMANN

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Manufacturers of Synthetic Aromatic Chemicals
and
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We are headquarters for the following oils, which we manufacture in substantial quantities:—

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Our research laboratory is always at the disposal of our clients for their individual problems.

FLORASYNTH LABORATORIES, INC.

NEW YORK, N. Y.

Metal Polish Demand in Africa

American metal polishes, if properly advertised, would find a ready sale in South Africa, according to the Chemical Division of the Department of Commerce. The South African imports of metal polishes and powders amounted to $367,922 in 1924, $164,089 in 1923, and $168,069, in 1922. Great Britain supplies the bulk of the imports, in 1924 supplying $309,816, as compared with $56,627 in the same year for the United States, the only other important source. With a plentiful supply of cheap, if not efficient, domestic labor, most families can well afford to keep the silver and brass cleaned and the consumption per capita is fairly large. Brassware is very popular in South Africa and sales of brass polish are large.

A total of 317,627 pounds of shoe polishes, valued at $101,360, were exported from the United States in November. Exports of other blackings and polishes, exclusive of metal polishes, totaled 241,416 pounds, valued at $46,679. Metal polish exports reached 187,748 pounds, valued at $24,536.

Karl A. Dolge, president of C. B. Dolge Co., Westport, Conn., left for a trip to Europe the latter part of January.

On Price Cutting

Editor, SOAP:

I have read with interest and some amazement, an article in your January magazine entitled, "Price Cutting and How to End It," by H. A. Nelson, Cleveland, O. I agree with Mr. Nelson on the whole, but I must say that the gentleman from Cleveland had better look over the record of his own company in this matter. It is possible he may find that price-cutting in the disinfectant industry has generally emanated from his own city. C. C. BAIRD.

Caustic soda exports, in November, 1925, totaled 7,843,934 pounds, valued at $231,203. Mexico was the largest single consumer listed, with a total of 1,346,911 pounds, valued at $40,649. Cuba came second with importations of 1,144,100 pounds sold for $43,608.

P. R. Dreyer, New York essential oil importer, has appointed William H. Schutte Co., Chicago, as his midwestern representative. Mr. Dreyer will return from a trip of several weeks, through the Middle and South West, within a few days.

SODIUM SILICATE

GENERAL CHEMICAL COMPANY

It is definitely to the soap maker's advantage to standardize on materials whose quality never varies.

GENERAL CHEMICAL COMPANY
40 Rector Street, New York

Cable Address: Lycurgus, N.Y

Baltimore, Buffalo, Chicago, Cleveland, Denver, Easton, Los Angeles, Philadelphia, Pittsburgh, Providence, San Francisco, St. Louis

The Nichols Chemical Co., Ltd., Montreal

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Soap powder weighing, packing and sealing machines.
Vertical screw crutchers.
Iron and cypress tanks—all sizes.
Strunz crutchers; glue kettles.
Small remelters; Soap pumps.
Ralston soap press; Soap frames.
Foot press; Wooden slabber.
Power and hand-power cutting tables.
United soap wrapping machines.
Wax wrapping machines.
24" and 30" Sperry filter presses.
"Philadelphia Textile" soap powder crystalizers.
Double and single effect Swenson evaporators.
Glycerin distillation plant.
Fatty acid distillation plant.

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723 Ellicott Square, Buffalo, N. Y.

FOR SALE

1000, 1500 and 4500 lb. Perfection Crutchers
2—6 Knife Chippers
100—600 and 1200-lb. Frames
6 Filter Presses, 12" to 42"
Garrigue Glycerin Evaporator Unit Complete
3 and 4 Roll Stone Mills
4 and 5 Roll Steel Mills
5x7 Crystallizing Rolls
Blanchard Nos. 10A and 14 Mills
4", 6", 8" and 10" Plodders
H-A and Huber Foot Presses
Anderson Oil Expellers
Proctor Continuous Dryer
2 Bleaching Tanks Agitated
Scouring Soap Press
4 Powder Mixers
Champion Slabber
Storage Tanks
Amalgamator
4 Dopp Kettles
Acme Remelters
2 Wrapping Machines

Complete Plants Bought and Sold

Consolidated Products Co., Inc
15 Park Row, New York City

SOAP MACHINERY

4 Filter Presses, 12" to 36"
6 Crutchers 1,000 to 5,000 lbs. capacity
2 Soap Powder Mixers
1 Six Knife Chipper
2 Sets of Chilling Rolls
4—6", 8" and 10 Plodders
4 Soap Wrapping Machines
30 Soap Frames
2 Blanchard Soap Mills, Nos. 10 and 14
Proctor Continuous Dryer
10, 25, 50 and 100-ton Refrigerating Machines
Jacketed and Agitated Mixing Kettles, 25 to 2,000 gals.

Soap Kettles, Cutting Tables, Tanks, Pumps, Trucks, Fans, Heating Coils, etc.

Complete Plants Bought and Sold

STEIN-BRILL CORP.
25 CHURCH STREET
NEW YORK CITY

FOR SALE

2 **Automatic Johnson wax wrapping machines** to wrap packages, maximum 4" x 6¾" x 1½", minimum 1⅛" x 2¾" x 4".

5 **Automatic Johnson wax wrapping machines** to wrap packages, maximum 2" x 4" x 6", minimum ½" x 1" x 2".

1 **6" 50,000 lbs. per hour Yarway Lea V Notch meter** in steel case.
1—Clock driven integrator with limiting integrator.
1—Recording thermometer writing on extended meter chart.
1—Low head steel tank with heating coils—glass notch plate and hard rubber float.
1—5" balanced control valve—drilled regular.

2 **Gould centrifugal pumps**—figure 3300—No. 2—2 stage, each directly connected on single bed plate to a Westinghouse 10 H. P., 440 volt, 60 cycle, 3 phase type C. S. 1800 R.P.M.—40 degree motor.

Pumps are bronze fitted and designed to pump oil or liquid at 130° *Fah. at* 95 *gallons per minute against* 130 *ft. head.*

BOX 120—SOAP
136 Liberty Street, New York City

CLASSIFIED ADVERTISING

Classified Advertising—Rates for advertising in this section,—5 cents per word, minimum charge of $1.00 per insertion, cash with order. Special rates for yearly orders.

Bags, Burlaps and Bagging bought and sold. L. Schwartz & Co., 303 Cherry St., New York City. Cable address—Wartzbag.

Wanted Agencies—Will handle soaps, toilet goods and similar products for wholesale distribution in British Columbia. Submit lowest quotations for immediate sales to the White Wizard Co., Pender East, Vancouver, British Columbia.

Germicidal Soap—Manufacturer desires to add germicidal soap to present line and wishes to get in touch with manufacturer in West or on Pacific Coast who makes special brand soaps for the trade. Write to Box 118, care of this publication.

Soap Chemist—Man with fourteen years' experience as soap chemist seeks opportunity for advancement. Will consider business opportunity as well as position. Address Box 119, care SOAP.

Wanted—By a large eastern soap manufacturer. A research man, who is a Chemical Engineering graduate, and has had about five years' experience in soap making. In answering this advertisement please give information in full, otherwise your letter will not be considered. Give age, College attended, positions held and work performed during last 10 years. Married or single. Salary expected. Address Box 116, care SOAP.

Position Wanted—Expert soapmaker and chemist desires position. Has wide experience in the manufacture of all kinds of laundry and toilet soaps. Also the recovery and refining of glycerine and the splitting and distillation of fats. Can take full charge of factory. Best references. Address H. B., Box 114, care of SOAP.

We Want to Move—

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14"—14½—15"

WOOD SOAP RACKS

These Frames and Racks are in good condition. If you can use them, they represent an unusually economical buy.

SPECIAL OFFER

1 Complete Garrigue Glycerin Outfit

Evaporator 4' x 16', fitted with 2" Copper Tubes; Salt Extractor; Receivers, Tanks, Pumps, Etc.

Soap Kettles, Tanks, Crutchers, Press, Slabbers, Cutting Tables, Pumps, Platform Trucks, Etc.

Complete details together with prices on request to

BOX 105, SOAP

136 Liberty Street, New York City

LIQUID SOAP BASE
HARD AUTO SOAP 4-lb. BARS
OIL SOAP

Also Liquid Soap Dispensers and Liquid Soap

CLIFTON CHEMICAL COMPANY, Inc.
Clifton Building - 249 Front Street - New York City

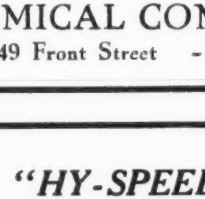
"N"

A Quartz Quality Silicate

The letter "N" has come to mean uniform quality to the soap trade through two generations. Whether it is made in Pennsylvania, Kansas or California, New York, New Jersey, Missouri or Indiana, the standards are the same; the same experience and the same ideal are constantly at work to keep it right.

PHILADELPHIA QUARTZ CO.
Philadelphia, Pa.
Established 1831

"HY-SPEED" MIXERS



are used extensively by soap makers for fluid mixing of every kind.

Portable — Clamp to any tank up to 3,000 gallons capacity. Operate from light circuit.

"HY-SPEED"
FILTER TANKS
Glass lined, complete with pumps, etc.

Square Glass Coated Storage Tanks
Acid-resisting. Coated inside and outside.

Portable Electric Pumps, Bottle Fillers, etc.

Write for complete catalogue

Alsop Engineering Co.
47 W. 63rd St., New York

PIERRE LEMOINE, INC.
108 JOHN STREET NEW YORK, N. Y.

Direct Importers of

SPANISH ESSENTIAL OILS for the SOAP INDUSTRY

Malvarosa (Rose Geranium) Rosemary, Lavender Spike, Thyme (Red and White)

OIL SASSAFRAS ARTIFICIAL
SOAP COMPOUNDS *for* HOUSEHOLD *and* TOILET SOAPS

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"Mechling Brands Fill all Demands"

Complete Satisfaction

Soap makers who use our Silicate of Soda find that the uniformity of its quality gives the best results. They also find that our dependable service assures them of an immediate supply. Result—Complete Satisfaction.

Order from us today—it will be to your complete satisfaction.

MECHLING BROS. CHEMICAL CO.

Philadelphia, Pa. Camden, N. J. Boston, Mass.

SPECIALIST IN

FATS OILS GREASES

Analyses Consultation Expert Testimony
Sampling Weighing
Plant Problems

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Sodium Fluoride
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Barium Hydrate
Barium Carbonate
Sodium Bisulphite
Precipitated Chalk
and other Chemicals
and Raw Materials

JUNGMANN & CO.

INCORPORATED

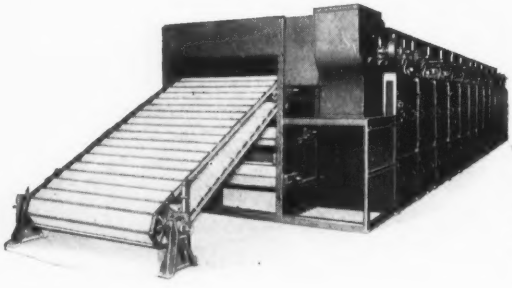
Direct Importers

5 DESBROSSES STREET
NEW YORK

Sole Agents for L. & V. and other Standard Products

Spot Stocks at All Times

On drying Soap



NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor progressive stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.

GRANITEVILLE **MASSACHUSETTS**

SPANISH OILS

THERE are few products used by the soap maker on which price in itself means less than on the two Spanish essential oils of largest consumption, Aspic or Spike Lavender and Rosemary.

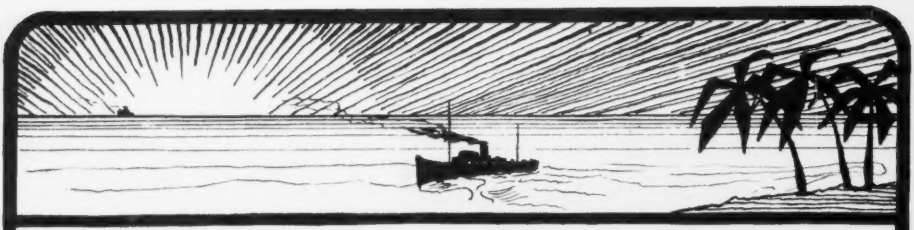
On these oils many of the quotations made in the New York market are so absurdly below first costs on prime oils as to constitute an indictment against sellers and buyers alike. It is useless to place the blame for this situation altogether on the essential oil houses. A large share of it rests on those buyers who knowingly or ignorantly are content to look only at price.

OUR contention is that a high grade oil at a fair price is more economical and more satisfactory than a sub-standard oil at an apparently low cost. In support of this we offer for your consideration our Ladera Brand Oil Aspic and Oil Rosemary Spanish, oils of absolutely guaranteed quality.

MOREOVER, our Spanish connections are such as to enable us to offer these Ladera Brand oils at decidedly advantageous prices, quality considered. A comparative examination should be of interest.

UNGERER & CO.

NEW YORK



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Bulk your barrels or casks to tank cars.

Realize full value for your second-hand cooperage.

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Write for particulars.

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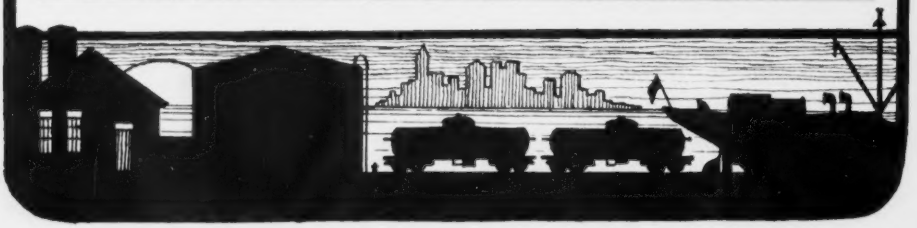
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